



HOT SPOTS



15 Ruff Stuff
Bow Wow barks up a new lyrical tree with his third Columbia/Sony Urban Music album, "Unleashed."



20, 36 Toronto Ticket Record
The July 30 concert to support Toronto packed in 480,000 to see the Rolling Stones, among others.



26 Bananas About Bandana
Bandana holds Argentina in its spell with a third album and a film, both titled "Vivir Intentando."



Billboard

NEWSPAPER

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT • www.billboard.com • AUGUST 16, 2003

Discounters Press Labels On Pricing

BY ED CHRISTMAN

NEW YORK—A series of negotiations now under way between top discounters and record labels could radically change the future of music sales.

At issue in the talks is how profits are divided. For more than 25 years, labels have dictated the terms and have taken the lion's share of the upside.

But Wal-Mart, Best Buy, Target, Kmart, Circuit City and other dis-

(Continued on page 65)



RIAA Subpoenas Face Scrutiny

GOP Senator Questions Tactics On File Sharing

BY BILL HOLLAND

WASHINGTON, D.C.—A top Republican senator wants to bring the recording industry before his subcommittee next month to answer questions about its campaign to root out and sue Internet music swappers.

Sen. Norm Coleman, R-Minn., is the first Republican to voice apprehension about the Recording Industry Assn. of America's campaign, which could end up targeting teens.

(Continued on page 6)



COLEMAN: LEGISLATION POSSIBLE

50 Cent Is On The Money At R&B/Hip-Hop Awards

BY GAIL MITCHELL

MIAMI—50 Cent was the big winner at the Billboard-American Urban Radio Networks 2003 R&B/Hip-Hop Awards show. Going in with a record-setting 10 nominations, the Shady/Aftermath/Interscope rapper scored four statuettes: top R&B/hip-hop artist; top R&B/hip-hop artist, male; top R&B/hip-hop artist, new; and top R&B/hip-hop singles and tracks artist.

R. Kelly and 50 Cent mentor Eminem tied with three wins each at the Aug. 8 ceremony. The awards show, staged at the Jackie Gleason Theater, caps the fourth annual Billboard-ARIN R&B/Hip-Hop Conference in Miami Beach (Aug. 6-8).

Eminem's "The Eminem Show" was

(Continued on page 68)



50 CENT: WINNER OF FOUR AWARDS

LARGEST RADIO LICENSING AGREEMENT EVER

\$1 BILLION

FOR BMI SONGWRITERS, COMPOSERS AND PUBLISHERS.

DETAILS INSIDE AND AT BMI.COM/BILLION.

Photo: Steve Grayson / WireImage.com

PRODUCERS



MARIO WINANS



R. KELLY



CHAD HUGO



THE NEPTUNES
PRODUCERS OF THE YEAR
PHARRELL WILLIAMS
SONG OF THE YEAR



IRV GOTTI
SONGWRITER OF THE YEAR

AWARDS 2003



Charles L. Brown

SONG OF THE YEAR "HOT IN HERRE"

Writers—Charles L. Brown, Pharrell Williams
Publishers—Ampex Music, Inc.; EMI-Blackwood Music, Inc.; Hovey Music Company, Swing T Publishing, Waters Of Newark Publishing

WRITERS NOT PICTURED:

Devin "DJ Heat" Bell
Raymond James Calhoun
Sean Raymond
Frederick Knight

Francis Lai (music)
Barold Spencer Lilly, Jr.
Brandon Tyler (voc)
William Lee Nicholas

Rich Rimes
Larry Israelman
Roger Ventresca
Alexa Tarabouga



Teddy Bishop



Jennifer Lopez



Organized Noise



Avant



Marlon Anderson



Craig "LL" Lawson



Mira Payne



K.O.R.E.



Trevor Murr (P&S)



Walter "Bunny" Sigler



Anita Pardo



Lamon Simmons



Jonah Ellis



L.V. Rob



Fred Jenkins



Rodney Jenkins

BMI ICON ISAAC HAYES



JUST A FRIEND 2002
Barold Spencer Lilly, Jr.
EMI-Blackwood Music, Inc.
Belle Baby Music

IGNITE, CAMERA, ACTION!
Isaac Hayes
Fred Payne
Craig Edward Wilson
Hovey Music Company

LIVING IT UP
Irv Gotti
Lana Raymont
DJ Jody
Frederick Knight
L.V. Rob
J. & J. Productions
Hovey Music Company
Swing Music

MOVE IT
Craig 'LL' Lawson
Hovey Music Company
Hoy Knight Publishing Co.

MOVE IT
Craig 'LL' Lawson
Hovey Music Company

NEPTUNE
R.K.E.
Pharrell Williams
EMI-Blackwood Music, Inc.
Hovey Music Company
Waters of Newark Publishing

NOTHING IN THIS WORLD
Avant
Trevor Murr
Frederick Knight
Hovey Music Company
Jody Knight Publishing Co.

ON THE WAY
Craig 'LL' Lawson
Hovey Music Company
Hoy Knight Publishing Co.

POP FRIENDS
Lamont 'Popster' Anthony
Hovey Music Company
Hoy Knight Publishing Co.

RARE RAYZ
Irv Gotti
DJ Jody
Frederick Knight
Hovey Music Company
Hoy Knight Publishing Co.

SATURDAY NIGHT (DUB)
Pharrell Williams
EMI-Blackwood Music, Inc.
Hovey Music Company

STILL ITZ
Craig 'LL' Lawson
Hovey Music Company
Hoy Knight Publishing Co.

IT DON'T HAVE TO GAIL
Pharrell Williams
EMI-Blackwood Music, Inc.
Waters of Newark Publishing

WHAT ABOUT US?
Irv Gotti
Lana Raymont
DJ Jody
Frederick Knight
Hovey Music Company
Hoy Knight Publishing Co.

WHAT'S LOVE?
Irv Gotti
DJ Jody
Frederick Knight
Hovey Music Company
Hoy Knight Publishing Co.

WHYNOT ME
Jody L. Rouse
Craig 'LL' Lawson
Hovey Music Company
Hoy Knight Publishing Co.

YOUNG & BELL (DANCE)
Pharrell Williams
EMI-Blackwood Music, Inc.
Waters of Newark Publishing

BILLBOARD AWARDS

R&B #1

BILLYEVA
Lana Raymont
Hovey Music Company

EXCUSE ME WHILE I DANCE
Pharrell Williams

LOVE ON MY LIFE
Jody Knight Publishing Co.

LOVE DUBBY
Pharrell Williams

MOVE IT
Craig 'LL' Lawson

RAP #1

BILLYEVA
Lana Raymont
Hovey Music Company

EXCUSE ME WHILE I DANCE
Pharrell Williams

LOVE ON MY LIFE
Jody Knight Publishing Co.

LOVE DUBBY
Pharrell Williams

MOVE IT
Craig 'LL' Lawson

TO BMI.COM/URBAN

This One



KWS6-LNS-EGAD

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6. Clear Channel cries victim and files a suit against former employee Greg Perloff.

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1.5 The Beat: Norah Jones' up-coming album features several musical styles.

1.8 The Classical Score: Alla Vox continues to celebrate musical freedom with its fifth-anniversary release, "Le Passager de la Viole."

1.9 Soundtracks: Acropolis and the Rugrats go wild with "Lizard Love," one of many contributions the band is making to the film world.

2.0 Touring: With a crowd of almost 500,000, Toronto sets a worldwide record for the largest one-day concert.



NORAH JONES



BUGAT GANG

2.2 R&B: Murder Inc. presi-dent Irv Gotti, Isaac Hayes and the Neptunes were among the honorees at this year's BMI Urban Awards.

2.4 Beats & Rhymes: Web Entertainment unleashes Detroit's devil-horned rapper, King Gordy, with "The Entity."

2.6 Latin Notes: Giselle merges into a three-album deal with Universal Music Latino.

2.9 Beat Box: After much shopping around, L.I.V. signs with Ultra Records to start a "Joyhouse of Love."

3.1 Country: Brad Paisley targets pop culture and reality shows on "Celebrity," the hit single from his new No. 1 album.

3.8 Songwriters & Publishers: Inspired by Janis Ian's songs, sci-



ISAAC HAYES

ence-fiction writers team for a collection of original stories.

4.4 Studio Monitor: Owner Joe Tarsia sells Sigma Sound Studios, best-known for recording the Philadelphia Sound.

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3.9 Retailers respond to the videogame boom by allotting more space to gaming product.

4.0 The Indies: Sam Phillips, who released Elvis Presley's first songs, was the ultimate indie record man.

4.1 Retail Track: Under the ownership of Sun Capital Partners, the new Musicland Group begins to take shape.

4.2 Home Video: Reports from the Video Software Dealers Assn. and the Digital Entertainment

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4.5 Sony Music International restructures its European operations, creating a new sub-regional division, Sony Music Central Europe.

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BRAD PAISLEY

QUOTE OF THE WEEK

“They’re probably more surprised that I like women. For some strange reason, they feel like... well, I know why.”

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Upfront

TOP OF THE NEWS



Artists Add New Voice To Children's Books

BY CARLA HAY

NEW YORK—A number of top recording artists, seeking a crossover of a different kind, have begun writing children's books.

Madonna, LeAnn Rimes, LL Cool J and Kenny Rogers are some of the entertainers tapping into this market.

"Artists are starting to realize how important the children's audience is," says Stephanie Owens Lurie, president/publisher of Dutton Children's Books, which on Aug. 25 is releasing "Jag," the first book by country/pop artist



LL COOL J: 'HIP KID' AUTHOR

Rimes. "The children's audience has a lot of spending money and influence over what their parents buy for them."

Madonna's first children's book, "The English Roses," due Sept. 15, is expected to be published in 42 different languages in more than 100 countries. It is said to be the widest simultaneous multi-language release ever for a book.

"We're going to have a new generation of children who may very well think of Madonna as a children's book author first," says Nicholas Callaway, editor/publisher of Callaway Editions.

Indeed, Lurie says, "artists who write children's books are trying to build a future fan base."

Madonna's work will be released by various publishers around the world. The Penguin Group has secured the English-language rights; Callaway will handle publishing of the books in the U.S., with Penguin as the distributor.

Callaway Editions is projecting that the first U.S. printing of "The English Roses" will exceed 400,000 copies.

To build anticipation for "The English Roses," the plot and the identities of the characters will not be revealed until the title is published.

(Continued on page 69)

Chicks Far From Fried Despite Controversy, Tour Grosses Nearly \$60M

BY RAY WADDELL

NASHVILLE—Whatever negative effect public relations missteps may have had on other aspects of their career, the Dixie Chicks have been bulletproof on the road this summer.

Heading into the last North American dates of the Top of the World tour, the Chicks are looking at \$60 million in gross box-office revenue, enough to make them tops among country acts and within the stratosphere of touring acts of any genre.

Not bad for a band that has seen its share of negative press, most of it in reaction to the now-infamous comment Natalie Maines made about President George W. Bush earlier this year.

"The bottom line is, for all the so-called controversy, this tour has shown it's far more of a media storm than a storm with their audience," band manager Simon Renshaw says. He was in Nashville Aug. 4 for the Chicks' final U.S. date at Gaylord Entertainment Center. "The Dixie Chicks' fans remained totally loyal throughout the tour."

The numbers back Renshaw up. He



DIXIE CHICKS: TRULY ARE ON TOP OF THE WORLD

tells *Billboard* that 56 shows into the trek, the Chicks have been averaging 15,878 in paid attendance, with an average gross of \$980,337. "This tour has gone exceptionally well, exceptionally smoothly," Renshaw says, voicing a consensus within the Chicks' camp.

"Business has been rock-solid," says Rob Light, agent for the Chicks and head of Creative Artist Agency's music division. "If this is not the most successful tour of the summer, it will be second only to Bruce Springsteen."

Light says the brouhaha surround-

ing the Chicks—including the much-publicized negative comment about Bush, a public feud with Toby Keith and a nude cover shot for *Entertainment Weekly*—is a "total non-issue."

In part, that's thanks to a pre-controversy one-day on-sale of the entire tour (a first for a country outing) that grossed about \$47 million. While their handlers stop short of saying so for the record, they have to be relieved that they had sold the bulk of their tickets before the Chicks hit the fan.

(Continued on page 69)

Post-Concert CD Business Gains Ground, But Hurdles Remain

BY SUSANNE AULT

LOS ANGELES—They'll probably never replace T-shirts, but live CDs are starting to make headway as the new concert souvenir.

Throughout this event-heavy summer, live concerts are being recorded onto disks and sold shortly after the performances (*Billboard*, May 17). But few major acts have agreed to participate in this new concert merchandising segment, and most of the activity is taking place at small venues. Revenue has been modest.

Still, two high-profile concert-CD startup companies—DiscLive and Instant Live—believe they can eventually win the faith of the industry's biggest names.

"It's clearly going to take some time for this to be a

widely accepted format," says Steve Simon, executive VP of music for Clear Channel Entertainment (CCE), which operates Instant Live.



Fans crowd around the Instant Live booth to pick up their CD of the Aug. 3 Allman Brothers show at the Meadows Music Center in Hartford, Conn.

Instant Live (ICE) is in the midst of its first big test, with a run of amphitheater dates by the Allman Brothers Band.

At the first show, an Aug. 3 performance at Meadows Music Center in Hartford, Conn., all 500 three-CD packages available sold for \$22 apiece. The buyers represented an impressive 10% of the total crowd.

DiscLive's opening salvo involved three June shows by Jefferson Starship in the Northeast. At those shows, the company sold a total of 225 CD bundles.

That means 25% of the 900 people in attendance bought the \$25 CD sets, according to DiscLive founder Rich Isaacson, the former head of Loud Records.

(Continued on page 66)

BMI, Radio Wrap Rate Negotiations With \$1 Billion Deal

BY JIM BESSMAN

The radio industry and BMI have struck what is believed to be the largest-ever music licensing deal.

The billion dollar deal was reached between BMI and the Radio Music License Committee (RMLC), which represents all commercial U.S. radio stations other than those reported by the National Religious Broadcasters Music License Committee. The deal also has provisions for simultaneous online streaming of terrestrial broadcasts.

The agreement covers the 10-year period from 1997 through 2006 and gives commercial radio stations blanket and per-program licenses for BMI repertoire. It settles a rate proceeding begun in 1999 by the RMLC in New York Federal Court.

The new licenses offer an increase in our royalties and a predictable revenue stream from 2001 through 2006 totaling more than \$1 billion," BMI president/CEO Frances W. Preston says. "It avoids a court proceeding, saving our songwriters, composers and music publishers millions of dollars in legal expenses and years of delay."

The case centered on the establishment of set licensing fees for the radio industry rather than fees based on a percentage of a station's revenue, as had been the practice. The parties had been unable to agree on a

licensing structure after the last agreement ended Dec. 31, 1996, and had been operating since then according to an interim revenue-percentage agreement.

The RMLC commenced a rate court action seeking the courts determination of a reasonable flat license-fee rate. But as the trial date neared last fall, a last-ditch negotiating effort began.

"We agreed to go off the percentage of revenue, and they agreed to pay us a certain amount of money," BMI senior VP/general counsel Marvin Berenson says.

The importance, Berenson says, is that "BMI writers/composers know a predictable amount of money is coming in from radio, and the radio industry conversely knows how much it has to pay. Additionally, there are administrative savings because they would have to file time-consuming annual financial reports every year that we would have to receive and process and make adjustments to fees paid on an estimated basis."

RMLC executive director Keith Meehan expresses similar satisfaction from his industry's standpoint.

"We've been trying to divorce the royalty fees payable from station revenues for quite some time, so it's a historic moment for the radio industry," he says. He tallies payments totaling \$149 million for 2001, an approximate



\$158 million for 2002 and an anticipated \$163 million for 2003, \$178 million for 2004, \$192 million for 2005 and \$208 million for 2006.

"The stations are paying based on an allocation formula developed by the RMLC," Berenson says. He quotes the Committee as saying that the payment from 2002 to 2003 represents an increase of approximately 3.4% in fees to BMI.

"For the years 2003 to 2004, 2004 to 2005 and 2005 to 2006, the increase will average approximately 8.5% per year."

The deal also includes a separate fee allowing simultaneous streaming of over-the-air signals on the station's Internet site. This will amount to \$350,000 in 2003, Meehan says, to be followed by \$450,000 in 2004, \$550,000 in 2005 and \$650,000 in 2006.

Payments covering 1997 to 2000 will remain at the interim rates, according to Meehan. These were 1.605% of applicable revenue for blanket licenses, or 0.24% minimum per program.

Meanwhile, BMI rival ASCAP continues its negotiations with the RMLC; that contract expired in 2000.

BMG Club Offering Exclusive CD For Free

BY BRIAN GARRITY

NEW YORK—BeMusic, Bertelsmann's direct-to-consumer division, is stepping up its efforts to expose new music from emerging artists by giving it away.

BeMusic's record club business, BMG Music Service, has been bundling free CDs from developing artists with select purchases of other music for the past year.

Now, in a first, BeMusic is going one step further by proactively sending its efforts to send free music from an emerging artist. No purchase is required.

The company has entered into a deal with Vector Recordings to mail 200,000 copies of an exclusive live CD from Irish singer/songwriter Damien Rice to select club members free of charge.

The album—"Live From the Union Chapel"—is not available in stores and is part of a limited-time BMG Music Service promotion.

The CD will also be available as a free value-add to club members as part of a bundled purchase offer in September.

BMG Music Service is promoting the exclusive through its emerging artist initiative, the Music Discover-

ery Program.

Recorded in London in February of last year, "Live From the Union Chapel" contains eight tracks and features original cover artwork from Rice and band member Lisa Hannigan.

BeMusic president/CEO Stuart Goldfarb says the promotion aims to raise awareness for Rice and drive sales of his debut album, "O," which was released in June.

"At the landscape for marketing and selling music continues to shift, I feel



that it is our responsibility as an independent label to seek out different and exciting ways to reach the music buyer," Vector co-founder Ken Levitan says.

BeMusic is looking to breathe new life into its club business by playing up its associations with new and live music.

In other news, BMG Music Service has unveiled plans to host a two-day

concert series next month in New York. "A Weekend in Central Park" will feature the Sprite Remix tour—a special iteration of the N°1 R&B-headlined Sprite Liquid Mix tour—Sept. 13 and an acoustic-themed concert, featuring Mary Chapin Carpenter, Shawn Colvin, Patty Griffin and Dar Williams Sept. 14.

Tickets for the shows are being sold separately through Ticketmaster.

In Bay Area, CCE Lands Suit On Another Planet

BY RAY WADDELL

Concert promoter competition in San Francisco is heating up like never before, with Gregg Perloff's new promotion firm going head to head with his former employer, Clear Channel Entertainment/Bill Graham Presents.

Following his exit from CCE/BGP, Perloff and Sherry Wasserman—also formerly of CCE/BGP—announced their new independent firm, Another Planet, along with their intention to produce an Aug. 16 Bruce Springsteen stadium show at the city's Paik Bell Park.

The announcement stirred out to be the first salvo in a burgeoning war.

CCE/BGP quickly returned fire by filing a civil suit Aug. 1 in California Superior Court. The suit alleges, among other causes of action, misappropriation of trade secrets, unfair competition and "interference with prospective economic advantage." The suit seeks unspecified monetary and punitive dam-

ages, along with injunctive relief.

According to CCE/BGP attorney Nancy Pritikin, "The focus of the lawsuit is there were business opportunities that were misappropriated that belong to Bill Graham Presents and confidential information belonging to [BGP] that was taken or used in a manner that is unfair competition. The Springsteen show is a visible example of the case."

CCE is promoting Springsteen's other West Coast stadium date at Dodger Stadium Aug. 17 in Los Angeles.

According to Lee Smith, newly appointed president of CCE's Music West division, "This is not about a West competition or trying to drive someone out of business. It's about protecting the interests and assets [of CCE/BGP] that Gregg and Sherry had at their disposal."

Perloff says, "I think they're not looking forward to competition. I'm not sure anybody does. It seems as though their goal is to try and slow me



down from starting a company. I'm gonna go ahead and do my business."

Perloff was quoted in a July 26 article in the San Francisco Chronicle as saying, "I was not planning on doing anything this soon, but something fell in my lap," regarding the Springsteen show.

The article and that statement are a bone of contention.

"We allege that statement is not

true," Pritikin tells *Billboard*, adding that Perloff announced the concert within days of his July 17 resignation from CCE/BGP. "We believe he was secretly working to convert the Springsteen show to himself and defendant Wasserman."

Perloff counters that he is not promoting the Springsteen show, which sold out on one day.

Smith says he sold directly to Giants Enterprises, Perloff tells *Billboard*, referring to the Major League Baseball team that calls Paik Bell home. "I'm working with Giants Enterprises in producing the show."

Smith says the defendants were making use of "a lot of assets, including employees, venues and relationships fostered while Gregg and Sherry were [at CCE/BGP]. Another law is very clear: You're not allowed to take these assets and develop a person on the contention off the back of these assets."

However the litigation plays out, now, for the first time, BGP

appears to be facing serious Bay Area-based competition.

"National promoters come into this market from time to time, like House of Blues, but there hasn't been a competing promoter with an office in San Francisco," Smith says. Perloff "is clearly setting up shop, and I'm assuming he intends to compete."

Perloff takes a different view. "I've told people for years that I don't compete."

"You do what you do, you work at your craft and you do it as well as you can," he says. "For me, that's the promotion of talent, public assembly and taking care of artists and audiences, and if you do that, people will want to work with you. So I spend more time working at my craft than competing with others."

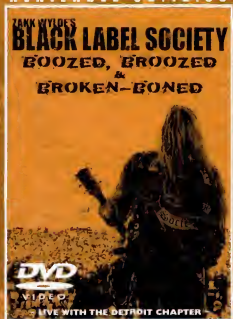
Perloff's former employer thinks it has enough firepower to continue to dominate the Bay Area, even if, to many people, Perloff and Wasserman were the face of BGP for years.

(Continued on page 68)

ZAKK WYLDE'S BLACK LABEL SOCIETY

BOOZED, BROOZED & BROKEN-BONED AND THE BLESSED HELLRIDE

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First Ever Concert DVD!

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• 2003 Cover Stories in:
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Metal Edge, The Aquarian

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Polish Journals - Guitar Magazine

"Zakk Wylde, Rock's Last Guitar Hero, Still Born to Be Wylde!"
Play Magazine, Editor - Guitar, Guitar One

"Zakk Wylde will undoubtedly inspire guitarists everywhere
to surrender their axes at the nearest pawn shop and
return out cursing in displaced disbelief."

David Green - Metal Edge Magazine

- 100,000+ SoundScanned in the U.S!
- TOP 10 INDIE CHARTS NEWBURY COMICS since release date 4.22.03
- 5,000+ SoundScanned every week!
- BLS catalog sales spike every week!

"STILLBORN"

FROM THE CD
'THE BLESSED HELLRIDE'

- Top 5 at Rock!
- Top 15 at Active Rock!
- Full CD #1 at Aggro, 10+ weeks!
- Over 20,000 spins to date!
- Top researching track!
- New single "The Blessed Hellride" Impacting 8.26
- On tour with OZZY through 2004!

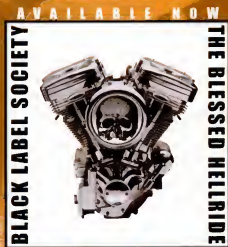
• "Stillborn"

FROM THE CD 'THE BLESSED HELLRIDE'

• Rob Zombie Directed Video
Top 20 for 7 weeks on the CVC Rock/Alternative Chart
Peaked at #1, Debuted at #5

• Now Playing on MTV Headbangers Ball,
MTV Extreme Rock, Fuse Uranium

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Booking:
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EMI Go! Private?

Amid Denials, Some See An Upside In Delisting

BY GORDON MASSON

LONDON—EMI is downplaying reports that it is entertaining a bid to privatize, but some observers see promise in such a move.

Press reports in the U.K. suggest that New York-based venture capital company the Blackstone Group has offered to buy out shareholders in a

But a Blackstone spokesman comments: "The story [is] entirely without foundation. I hope it clarifies the situation."

And an EMI spokesman denied that it would pursue a breakup of the group. "We are focused on building the company," the spokesman says, adding that it had "recently delivered 30% of its shares in operating profits."

Industry sources also ridicule the breakup concept. One source familiar with the major tells *Billboard* that while the two companies have been meeting, EMI "meets with private equity firms and other financial institutions all the time. It's the nature of what happens at a large, publicly listed company."

Nonetheless, industry observers agree that a privatization of EMI, possibly through a management buyout, would be a good move for the company.

As the only publicly traded, stand-alone major, EMI constantly finds itself under scrutiny. And despite delivering healthy financial results, its share price continues to suffer as it is lumped in

with other media companies that are struggling economically.

One London-based analyst comments: "The biggest buyer in this business is management themselves, because they're the ones who believe in it and they're the ones who have the absolute faith in their ability that there can be a turnaround. And venture capitalists could theoretically be

The Blackstone Group

interested, because there is cash flow in the business.

"You can't discount anything," the analyst adds, "but given that the [EMI] share price was significantly lower for a sustained period of time, I would be surprised if someone, be it management buyout-led, or venture capitalist-led, would choose now as the time to move."



£2.5 billion (\$4 billion) deal that would see the major's shares delisted as publicly quoted.

The proposal, according to reports, would see Blackstone assume EMI's £1 billion (\$1.6 billion) debt, before valuing the company at £1.5 billion (\$2.4 billion). Blackstone could then sell off EMI's record company for a huge profit and retain the publishing division.

Coleman

Continued from page 1

"It raised a concern," says Coleman, who is chairman of the Senate Permanent Subcommittee on Investigations. "On the one hand, I recognize the legitimacy of the interests of record companies, but I am worried about the response. Does the punishment fit the crime?"

For the moment, there are no signs that Coleman's action could lead to a GOP backlash against the RIAA on Capitol Hill. But Coleman told *Billboard* that he might introduce a bill to curb the RIAA's campaign if it proves to be "overboard."

Billboard has also learned that the Senate Judiciary Committee is considering a hearing on the subpoena process this fall. "The issue falls squarely in our jurisdiction," says a spokesperson for chairman Sen. Orrin G. Hatch, R-Utah. "We will be monitoring Senator Coleman's involvement in this issue, and should the occasion seem appropriate, we would hold a hearing."

The involvement of the Hatch committee may be rooted in the deep-seated reluctance of committee chairmen to relinquish "turf" jurisdiction. Hatch is already on record as saying he would consider going farther than the RIAA and call for even more drastic measures.

Because Coleman is a Republican, insiders say his potential reform bill, if written as a pro-consumer measure, might find majority support in Congress. Such a development would be the

first big test for incoming RIAA chairman CEO Tim Baimwal.

Coleman says he knows Baimwal from Republican political fundraising circles and trusts him "to do the right thing."

Coleman, elected in 2002 after the death of Democratic Sen. Paul Wellstone, says he decided to pursue the inquiry "after reading news reports of 'bustsweeping' action by the record industry and 'making criminals out of 14-year-olds.'"

Coleman says he believes the record industry is "so frothed out" about Internet piracy that it felt it had to do something really tough.

"I'm an ex-prosecutor, and I worry about that mentality that if you make an example of somebody, you're going to change somebody's behavior," he says.

The RIAA has complied with Coleman's request to forward copies of the subpoenas by Aug. 14. It will also provide answers to Coleman's questions concerning the methodology used to find infringers and safeguards to protect innocent consumers.

The subject program is one of several tools, including public education, that the RIAA is using to counter peer-to-peer (P2P) piracy.

"This is a program of deterrence," RIAA president Cary Sherman says. "We've made it clear from the beginning that for individuals interested in settling out of court, we're certainly prepared to discuss [a settlement]."

Leading up to Coleman's move, leading Republican lawmakers have given the RIAA the green light to pursue individuals who have been making copy-

righted music files available to others over the Internet.

Hatch suggested in a June 17 hearing on piracy that he supported destroying the computers of copyright infringers if that was the only way to control the problem.

In June, after the RIAA began to send subpoenas to Internet service providers (ISPs), the Republican chairman of the House panel that oversees copyright issues also released a statement of support.

"Illegal file sharing on peer-to-peer networks has reached unacceptable levels," wrote Rep. Lamar Smith, R-Texas, chairman of the House Subcommittee on Courts, the Internet and Intellectual Property. "Music companies have laid off thousands of employees, music stores have closed and artists are not signing contracts. Today's action is an appropriate and reasonable step."

Earlier this year, Democrats on Smith's subcommittee also voiced support and introduced bills to help the RIAA deal with P2P infringers.

Coleman says that other senators who "have shown interest in the issue have contacted him."

His call for a hearing on the subpoenas caught his colleagues by surprise, say sources close to the subcommittee, and did not allow other members the opportunity to study the issue beforehand.

The RIAA claims that its authority to obtain subpoenas is granted by the Digital Millennium Copyright Act. If the RIAA's campaign is overboard, Coleman says he would consider changing the DMCA provision.

NEWSLINE

THE WEEK IN BRIEF

SCI Ticketing, the in-house ticketing company for the String Cheese Incident and other bands and Madison House Inc., SCI's in-house management/booker firm, filed a lawsuit in U.S. Federal Court in Denver Aug. 6. The suit claims that Ticketmaster has monopolized the concert ticketing industry by using its market power to prevent competition for the sale of concert tickets. SCI Ticketing also alleges that Ticketmaster entered agreements with Clear Channel Communications, among others, to restrain trade in the concert-ticket market. The suit seeks a jury trial and injunctive relief, as well as unspecified actual and compensatory damages. An Aug. 11 press conference in New York with lead attorney Neil L. Glazer will provide more details.

RAY WADDELL

Sen. Ernest "Fritz" Hollings, D-S.C., who for three decades battered the record industry on the issue of explicit recordings, announced Aug. 4 he will not seek re-election. His term expires at the end of 2004. Hollings, 81, the ranking member of the Senate Commerce Committee and its chairman during the Clinton administration, helped the industry on trade issues. But he is best-known for his critical remarks at the 1985 brics hearing, at which the Parents Music Resource Center called for voluntary industry labeling. In recent years, he chided the industry for its failing marks in a Federal Trade Commission study on marketing violent content to children.

BILL HOLLAND

WEA Corp. has formed a dedicated e-commerce department. The group will focus on driving sales of catalog and specific genre material, downloads, ring tones and physical CDs online, in addition to other digital commerce opportunities. The unit will be headed by Adam Mirabella, who has been named VP of e-commerce, reporting to WEA Corp. president John Esposito. New York-based Mirabella, who joined the company earlier this year as VP of lifestyle sales, will now oversee all of its digital, new-media and wireless enterprises. The e-commerce group will also handle clearance issues and make sure content is delivered to digital music merchants. The group will deal with online-only stores, as well as the e-commerce arms of brick-and-mortar retailers. Such functions were previously shared by WEA's distribution arm, Warner Music Group and individual labels.

BRIAN GARRITY

RealNetworks has completed its acquisition of *Listen.com*, operator of the Rhapsody digital music service. Listen CEO Sean Ryan becomes VP of music services for Real. He reports to chief strategist Richard Wolpert, who assumes duties formerly held by exited content chief Merrill Brown. The deal, announced in April, is valued at \$36 million. Real paid \$17.3 million to cover the stock and vested stock options of Listen, plus 4.1 million shares of Real stock. Rhapsody delivered 12.4 million on-demand songs to subscribers in July—a 13% increase from the previous month. Real also holds a leading financial stake in MusicNet.

BRIAN GARRITY

Sources say negotiations between the major labels and the American Federation of Music and Radio Artists regarding a new Phono Code have fallen apart. The code sets the health and retirement terms for featured recording artists. A mediator will be brought in later this month to help the parties reconcile their differences. AFTRA represents recording artists in a collective bargaining agreement with the majors on these issues. The Phono Code was initiated in 1959. Terms are currently set to a July 2002 extension of the 1997-2001 code. Neither side can discuss the negotiations, but insiders say the stalemate regards granting benefits to artists who now sit out of coverage when their royalty accounts become unrecouped even for a short time.

BILL HOLLAND

Godfather of Soul James Brown, country singer Loretta Lynn and violinist Itzhak Perlman are the three legendary musicians to be awarded Kennedy Center Honors this year. Comedian Carol Burnett and director Mike Nichols will also receive awards during the 26th annual event at Dec. 7 gala in the Kennedy Center's Great Hall. Brown, 67, born James A. Johnson calls Brown "one of the most influential musicians of the last 50 years," Lynn "a singer whose name is synonymous with the heartbreak and joy of country music" and Perlman "a classical superstar of unsurpassed artistic achievement." CBS will air the event later in December.

BILL HOLLAND

For the Record: A Newsline story in last week's *Billboard* regarding a German Federal Constitutional court issuing a six-month restraining order upon Napster-related litigation against Bertelsmann should have stated that only the suit brought by a group of music publishers is affected by the order. The suits filed by Universal Music Group and EMI are still on track.

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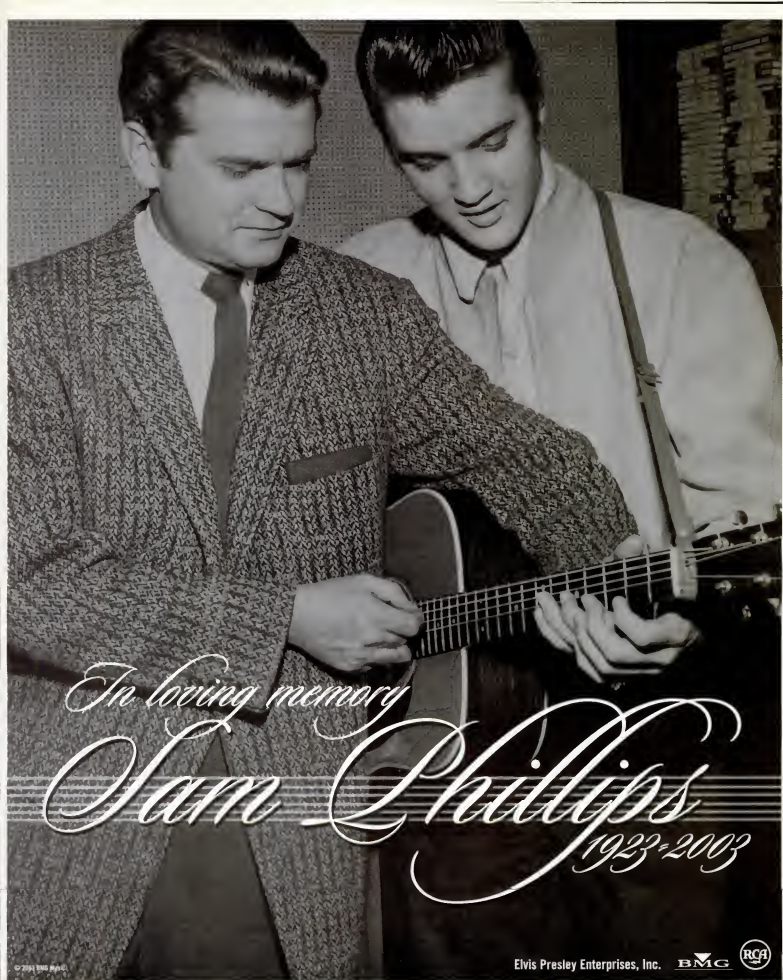
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'We Have To Work Together At All Levels To Survive The Future'

How Exclusives Are Killing Retail

It's March 2004, and Joe Consumer is driving 10 miles away from his favorite music store to buy a recently discovered John Lennon album that was found at the estate of Harry Nilsson.

Joe is going to a new department store that has sprouted up in every major market across the country over the past year called "Stuff for Sale." A multi-conglomerate company owns it, and it sells everything from motor oil to eyeliner. The retailer offered \$1 billion to be the only one to have this album, in celebration of its first anniversary. That is why Joe is driving out of his way to buy it there.

This is not a true story but, by all means, it could become a reality. The industry is crumbling. Money talks—money has always had before—to the labels, artists, lawyers, management and so on.

It really became apparent when Best Buy worked out a deal with the management of U2 in fall 2001 to have an exclusive window of time to sell the "Elevation Tour 2001" DVD weeks ahead of all the other retailers in exchange for a merchandising and advertising campaign. What happened to having the same street date for everyone?

Street dates were put into effect

to make it fair to all retailers.

Where was the fairness in this? Exclusive product and exclusive windows could speed up the death of an industry that does not need to be. The effects on retail could become staggering if these practices do not stop.

Taking Issue

By Terry Currier



This is what happens when you sell exclusive music, especially by superstar artists: You alienate the support of all the other retailers in helping sell that record.

You alienate the support of the same retailers for anything to do with that artist: whether it's touring support or selling catalog, non-music items (such as T-shirts) or anything else having to do with the band. Many of these retailers will persuade regular customers not to support the band.

Retailers that do not have this exclusive product in stock lose sales and credibility with their customers. This has negative financial implications. Many retailers are

having a hard enough time making it in the current retail climate.

What is not in this situation? Is money saved or money made? Neither. The long-term effects will be even more damaging. Believe me, the following scenarios will all happen.

The retail company with the most money to throw around will have the most exclusives—and may have of these retailers recorded music isn't even the backbone of their business. If customers go there instead of their favorite music store, the potential for catalog sales is lost.

The players in this game may soon come from another retail industry altogether and affect even those retailers that are players in this current game.

The retailers, distribution companies and labels will spend more time looting each other than trying to work together to sell records and figure out solutions to get our industry back on track.

And the recorded music industry will die.

We have to work together. We have to be smart to try and make a recovery as an industry. Exclusive product is not smart. It just causes chaos. Chaos has worked in the studio a few times in history, but chaos does not work in business.

It isn't right that in 1972, some of us helped a new band called the Eagles sell some records, and then

31 years later we couldn't carry the DVD single.

I read a statement by their manager that said that independent retailers don't carry DVD singles. Has he been in an independent store lately? Many of them are the industry leaders in carrying new formats.

It didn't make sense that my customers were not going to be able to buy the U2 DVD the week after Thanksgiving, especially since I believe that my stores were such a factor in breaking the band. We would have done anything to help their sales, even though they are superstars, because we believed in the band and their principles.

Many of us lost that emotional support for the band because we felt violated. That's not good. We are the ones that consumers come to. It's not good for us to have this negative energy or pass it on... but it happened. And it will continue to happen with each exclusive title that becomes available.

Will this really kill the industry? It very well could.

Maybe if it was 1977 or 1987, when the industry was thriving, we would toss this idea as lunacy. But it's 2003; the industry has had more daggers thrown at it in the past five years than the previous 50 years combined. We have to work together at all levels to survive the future.

We have to win back consumers' faith. However, we need faith among the retailers that the industry is with us, not against us. The passion and excitement about music needs to shine through at retail instead of having stores run by a bunch of cynical operators that feel it's (the retailer) against them (the rest of the industry).

The music industry used to be fun. Exclusive music will never help us get back to that state, I guarantee you.

If you care about the future of the industry, you must take a stance on this. We waited too long to react to downloaded music.

Look where we are now. It is destroying the industry as we know it. Many of our friends and associates in the industry have lost their jobs. Many labels have gone under.

The industry doesn't even run close to the effectiveness it did five years ago. Some people have the responsibility of what 10 people had. It's a bloody mess in some companies. The industry is lucky it is even doing the business. It's doing right now. Continuing the trend of giving accounts exclusive music may just be that final dagger.

Terry Currier is the owner of Music Millennium in Portland, Ore. He can be reached at terry@musicmillennium.com.

While On High Alert, Music Biz Can Still Flourish

Is it just me, or are we at Code Orange in the record biz? This state of high alert, where *Billboard* reads like a collection of obituaries and general grumpiness lets someone is growing a bit tiresome, no? And there are a lot of questions, so let me take a crack at a few of them.

Are we at Code Orange? Yes, we are. But it does not mean that music is dead or dying. The fact that the music business has lost some momentum is not stopping people from going into their garages, basements and bedrooms and dedicating their lives to their instruments and ideas.

What can we, the little guys, do as the majors attempt to make music just a minuscule part of the cultural fabric? We can give the creation of music the respect it deserves. We can share the joy of hearing something that moves us. We can support new artists on records and online. We can open up our minds to the incredible diversity of sounds coming from all over the world. We can separate

music from movies, videogames and advertising. We can teach children how to play instruments.

Is music just a sales tool to move refrigerators? Some very powerful people seem to think so, while some other very influential people don't seem to have a problem with it, so the real music people have to buckle down and give the customer something more. Like, for instance, personal service, music knowledge and ties to the community.

Are kids under 18 the only audience worth selling to? In the old world, yes; youth should be served. But in the new world, there are still folks over 18 who have a lot of money to spend on music. They come from a time when music was the most intimate, mysterious and moving thing that pop culture had to offer, and they are dying to hear something that moves them again.

Is a record that sells 100,000 copies a failure? If the label spent \$500,000 promoting it, it sure is.

I am aware that you have to spend money to make money, but things are getting way out of hand. I think that we need a market correction on the money spending. Some of these bottom-line-conscious majors should stop acting like Bill Gates and let these bands build their audience the old-fashioned way: on the road.

Will the current business model for selling records in stores made of bricks and mortar last? After visiting an iTunes store, I sure hope so. Standing in a room of discs, looking at a screen and downloading onto a disc is like going to the dentist's office or being in an airline terminal.

I hope music is a lot more than data. Doesn't the package mean anything? I've learned more about music from reading liner notes and record jackets than I have on any Web site. I've found out tons about my favorite

records from talking to human beings on the floor of a record store.

The personal digital age is fine, but there should always be a place where the communal nature of music can flourish. I think an ideal candidate for this is the independent record store.

Taking Issue

By Cody Breuler



Of course, if people just want to live the life of working, ordering online and sleeping, that is their business.

Is there anything positive going on right now in the music scene? Yes. The rise of Cuban and Brazilian music, underground hip-hop, the

bluesgrass revival, heavy music (groove and anti-mullet sectors), the nu-soul movement, U2's 45 collecting and compelling, DJ culture—an excellent example of how the Internet does not kill the music industry—all the diverse sounds of Africa and an ever-growing list of music that we never had a chance to hear before we became so "connected" with the rest of the globe.

So, perhaps, it is the best of times and the worst of times in our little biz. Things may be shifting gradually to a world we don't understand and can't even fathom right now, but, if I'm looking for a ray of light in the darkness, I always go back to the basics. Turn down the lights, shut off the computer, kick off the TV, close my eyes and listen. The music always has an answer.

Cody Breuler is a sales and marketing rep for Narver Entertainment Media in Brooklyn, N.Y. He can be reached at cbreuler@narver.com.

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Maroon's Adam Levine is caught off-guard by his band's radio hit "Harder to Breathe"



Music

The sweet sound of success reaches Jord Savall's Alia Vox label



POP / ROCK / COUNTRY / R&B / HIP-HOP / LATIN / DANCE / TOURING

Jones Stretches Out With New Material

If the new songs Norah Jones previewed at her July 30 sold-out show at Los Angeles' Greek Theater are any indication, fans are in for a little change with the artist's next album. Such tunes as the bluegrass-

The Billboard 200, label Blue Note may be in no rush to put out a new project—but Jones is. She playfully joked that she planned to sing a lot of new material because the old stuff had been out for 18 months and the

audience could go home and listen to it if they wanted to hear those songs.

According to her publicist, Jones began "laying out sketches" for a new album prior to the tour and will return to the project after the tour's conclusion later this month.

The Beat.

By Melinda Newman
mnewman@billboard.com



THIS LEGACY LIVES ON:

Judy Garland White, widow of former *Billboard* editor-in-chief Timothy White, has co-founded the Music to My Ears Project (MTMEP).

The organization is designed to help children with special needs learn to play an instrument or sing. MTMEP launches with a weeklong camp Aug. 16-23 at Massachusetts Hospital School in Canton, Mass.

The project was born before White's June 27, 2002, death because he and his wife were frustrated by the lack of opportunities available to their 11-year-old son Christopher, who is autistic.

"One of the things that was important to Tim was that if we started something, it had [to have] a long-lasting effect on the kids and wasn't just glorified babysitting," White says. "There's an attitude toward special-needs [kids] where they keep lowering the bar because they're

(Continued on page 19)

tinged "Creepin' In" and rootsy "In the Morning" show Jones moving into Americana territory. While the lush, jazzy tones are still evident, also clear is her growth as a song stylist, who isn't afraid to dip into any genre.

With Jones' seven-times platinum, multiple Grammy Award-winning "Come Away With Me" still high on



JONES' CHANGE IS 'CREEPIN' IN'

Bow Wow Unleashed

Not Lil' Anymore, The Rapper's New Album Tackles Issues

BY RASHAUN HALL

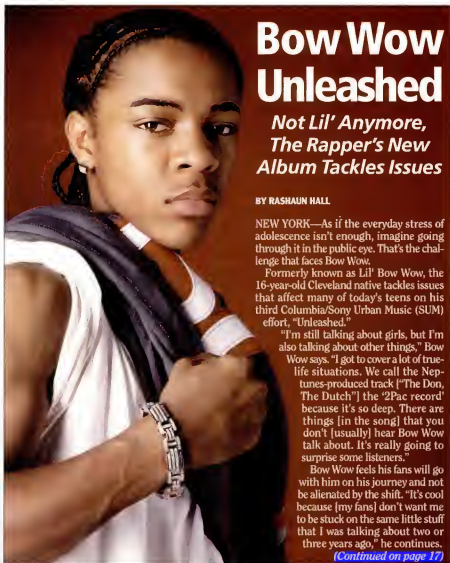
NEW YORK—As if the everyday stress of adolescence isn't enough, imagine going through it in the public eye. That's the challenge that faces Bow Wow.

Formerly known as Lil' Bow Wow, the 16-year-old Cleveland native tackles issues that affect many of today's teens on his third Columbia/Sony Urban Music (SUM) effort, "Unleashed."

"I'm still talking about girls, but I'm also talking about other things," Bow Wow says. "I got to cover a lot of true-life situations. We call the Neptune-produced track ["The Don, The Dutch"] the "2Pac record" because it's so deep. There are things [in the song] that you don't [usually] hear Bow Wow talk about. It's really going to surprise some listeners."

Bow Wow feels his fans will go with him on his journey and not be alienated by the shift. "It's cool because [my fans] don't want me to be stuck on the same little stuff that I was talking about two or three years ago," he continues.

(Continued on page 17)



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APR23

Maroon5 Breaks Out Slowly But Surely

BY MITCH POLLOCK

After a year of promoting its debut album, "Songs About Jane," Maroon5's lead single, "Harder to Breathe," is becoming a hit on mainstream top 40 radio.

Already a smash at modern rock radio and a top 10 video on VH1, the track—which craftily combines elements of funk, rock and pop—is currently spinning at more than 80 pop stations.

The gradual success of the single is even surprising lead singer/guitarist/songwriter Adam Levine.

"I never thought it would be a year later and it would still be climbing like it is," he says. "I'm shocked. I thought it would be dead and gone at this point."

Tom Corson, J Records executive VP of worldwide marketing and sales, says, "Not only has this band made a great record, but they can back it up onstage. And the song really doesn't sound like anything else on the radio."

While "Harder to Breathe" is a surprising success story, it certainly did not find its way by accident. The tale is one of tenacity, talent and timing.

After signing with independent label Octone Records, a division of J Rec-

ords, a dogged marketing campaign was devised.

Ben Berkman, head of promotions at Octone Records, and Chris Woltman, senior VP of rock music at RCA (J's parent), led the charge with a presentation for about two dozen hand-picked rock stations around the country.

"These were the kind of rock stations that could embrace a pop record," Corson says.

With the goal to make "Harder to Breathe" a top 20 song at 20 radio stations, Berkman and Woltman hit the road to present their marketing plan, which included drastically reducing CD prices for a limited time when the song hit local airwaves.

Once Berkman and Woltman accomplished their initial goal, they expanded their focus to the entire modern rock panel.

As the single began to climb on the *Billboard* Modern Rock Tracks chart at the beginning of 2003, the big guns at J Records got involved, and the next phase of promoting the band began.

James Diener, president of Octone Records and VP of A&R at J Records, says, "It's like a relay race partner who's about to run the next step of a race, but it's not like they showed up in the middle; they were there



MAROON5: EUROPE AND JAPAN ARE NEXT

from the beginning."

Essentially a campaign run by two people, Octone's marketing strategy was limited by the staff's primary relationships only with modern rock programmers. With a massive field staff and connectors to local stations across the country, J was able to access formats that independent labels can't reach, Berkman says.

"We don't have the kind of money that's required to support a record at [adult top 40 and pop]," he says. "We really do need the help of a field staff

like J Records has."

With J's strong marketing arms, the plan moved forward to secure the song at adult top 40 stations and then eventually at mainstream top 40.

A key component of the pop radio marketing campaign for "Harder to Breathe" was to let stations discover the song based on its success at modern rock, Berkman says.

"We didn't want to push it down their throats. If you blow a song out, you might get 40 stations in the first three weeks—but you'll also only get six weeks of airplay—and you're done."

The idea of slowly building publicity for the band—and avoid dreaded one-hit-wonder status—also rests on Maroon5's reputation as an accomplished live act. "Most of the time a band has one hit and falls off the face of the earth because the band is terrible live," Levine says. "I think our live show is an attraction."

The slow and steady rise of Maroon5 and "Harder to Breathe" is at last reaching critical mass. It debuted at No. 37 on the July 25 *Airplay* Monitor Mainstream Top 40 chart, after achieving top 20 status on adult top 40 and modern AC radio.

Levine says, "It's getting bigger and better faster. The best thing for us to do is just put our heads down and play as many stations as we can."

"Songs About Jane" has sold 180,000 copies, according to Nielsen SoundScan. It hit No. 1 on the *Billboard* Heatseekers chart, where it reigned for three weeks in July. The album is No. 92 on *The Billboard* 200.

The next step for Maroon5 is for the J team to work the song globally. Diener says, "J Records has all the resources and assets to not only break the band bigger on radio and video but also to break the band internationally."

The act will perform with Matchbox Twenty in Europe, while Japanese radio stations are already demonstrating zeal for the band's next single, "This Love."

Berkman offers his prediction for the future of Maroon5: "In today's marketplace, if you connect with the consumer, the sky's the limit. I think spectacular things can and will happen. It's just a matter of time."

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Bow Wow

Continued from page 15

"I think they're sick of that. My fans have grown up with me, therefore I have to step it up when it comes to the topics I talk about. I can't still be talking about my Mickey Mouse—that's old. I have to really touch on situations

that are going on right now that they can relate to."

Due Aug. 19, "Unleashed" is Bow Wow's first set since his former producer/mentor Jermaine Dupri took his So So Def label to Arista (Billboard, Jan. 25). In addition to the Neptunes, producers on the album include Swiss Beatz and Lil Jon.

"I was going for a more mature sound this time," Bow Wow says. "I wanted to go back in [the studio] and do some-

thing that I hadn't done before. I had the opportunity to really buckle down and write on this album. I wrote 90% of it."

Bow Wow's maturation also plays a part in the promotion of the album.

When facing the project, that was one of the big questions, as it is for any artist, actor or musician that starts as a child star, "SUM VP of product marketing David Belgrave says. "You want to graduate his audience and get the age range to go up without leaving behind his traditional demographic."

While Belgrave aims to grow Bow Wow's audience with specific promotions like servicing DJs with specialty vinyl of uptempo album tracks, he also understands the importance of the rapper's faithful fan base. Bow Wow's 2000 debut, "Beware of Dog" (So So Def/Columbia), sold more than 2.6 million units, according to Nielsen SoundScan. His 2001 follow-up, "Doggystyle" (So So Def/Columbia), has sold more than 1.1 million units.

The success of lead single "Let's Get Down," which features Cash Money Records' Baby and Jazzy B, proves that his fan base is ready for more. The single is No. 15 on the Hot R&B/Hip-Hop Singles & Tracks chart and No. 30 on The Billboard Hot 100.

"I wanted something that was going to hit hard," Bow Wow says of the single. "I also wanted to do a song with Baby. Actually, Baby wasn't going to be on the song. He was supposed to be on another song, but he hopped on 'Let's Get Down' because he was feeling it. After that, everything just came together."

In addition to his successful recording career, Bow Wow has ventured into film. He made his debut last year in the basketball-themed family comedy "Like Mike." Among his upcoming film projects is "Johnsons' Family Vacation," starring labelmate Solange Knowles, Cedric the Entertainer, Steve Harvey and Vanessa Williams.

Prior to that film release, Bow Wow will star with Will Smith in the Fat Cats-directed "Mr. President," and he begins shooting a sitcom for the WB in mid-September that may serve as a mid-season replacement.

He has also launched a clothing line, geared toward 12- to 18-year-old males.

While Bow Wow's success is rising in several media outlets, his focus is on promoting "Unleashed." He recently hit the road with Universal recording artist Lumidee and Disturbing The Peace/Capitol artist Chingy in support of the album with his Unleashed tour. Having begun his career at the ripe old age of 12, Bow Wow is just now coming into his own. Columbia president Will Botwin believes "Unleashed" will mark a new era in his career.

"He has had quite a career, and he's only 16 years old," Botwin says. "He has grown up the last couple of years, and the album reflects his growth, his seriousness about his musical career and his maturity."

"His whole approach to this record—opening it up creatively by working with different producers like the Neptunes, Swiss Beatz and Lil Jon," he adds, "reflects his desire to expand his horizons and try different things."

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Music

Musical Freedom Still Motivates Alia Vox

In 1998, internationally renowned Spanish viol virtuoso/conductor Jordi Savall and his wife, soprano Montserrat Figueras, founded the Alia Vox record label out of a sense of frustration with the limitations imposed by working with other labels.

Instead of dealing with continual corporate upheaval and the dictates of commercialism, the pair chose a path that no doubt added considerably more work to schedules already crowded with performances by their three noted ensembles, Hesperion XXI, La Capella Reial de Catalunya and Le Concert de Nations.

Five years later, Savall and Figueras can look upon their decision with understandable pride. Alia Vox now boasts a catalog of more than 30 titles that have reaped enormous international acclaim—including a recently announced Latin Grammy Award nomination for best classical album for last year's

never have occasion to attend a concert of his music can also listen to it and discover its beauty."

With "Le Parnasse de la Viole," Savall returns to the musical era he explored in "Tous les Matins du Monde," the 1991 surprise film that made Savall something of a household name. The set pays homage to Mr. de Sainte Colombe le pere,

Classical Score

By Steve Smith
classicalscore@earthlink.net



the somewhat mysterious 17th-century French composer/musician whose music was at the heart of "Matras."

The box includes a two-CD set devoted to six magisterial suites for solo bass viol composed by Sainte Colombe's son, Mr. de Sainte Colombe le fils, as well as an additional disc of accompanied bass viol suites by another Sainte Colombe student, Marin Marais. One work by each of the composers includes a *tombeau*, or musical memorial, in honor of the elder master.

Future Alia Vox releases include next year's "L'Amor," a disc of original songs composed and performed by Savall and Figueras' daughter, harpist/vocalist Arianna Savall. And Savall also hopes to record a sequel to "Ninna Nanna," a charming disc of lullabies spanning five centuries that arrived earlier this year.

"We have found much more music to record," he says with great enthusiasm. "We have a project in the future to do a similar record, but also including lullabies from Africa, South America, Canada and other countries. It takes a long time to decide how to combine the music. But it's so beautiful and essential, and it all has the same spirit."

EXCITE: And so ends my tenure as the Classical Score columnist for *Billboard*. After 2½ enjoyable years, I am leaving to pursue a full-time editorial position at Time Out New York. I look forward to maintaining contact with my many friends in the recording business, despite the dire atmosphere in the industry. I am constantly reminded of the reason for their efforts. As EMI Classics A&R director Peter Abarward said to me almost two years ago: "Every generation will wish to have the musical heroes of its time preserved for posterity. And that's our role."



SAVALL: PRESERVING BEAUTIFUL MUSIC

stellar recording of Biber's "Battalia" and "Requiem"—as well as worldwide sales in excess of 600,000 units.

As the label celebrates its fifth anniversary with the Aug. 12 release of "Le Parnasse de la Viole," a new three-CD boxed set, Savall sees a greater need for Alia Vox than ever.

"The motivation that moved us to create Alia Vox remains the same," he says. "It's the elementary freedom to choose the music, to choose how long to prepare the music and to decide when to record it, independent from economic or commercial concerns."

"I know that I will not sell hundreds of thousands of records of concert music by William Lawes," Savall continues, "but he is an important musician and it's beautiful music. We're working with the music of this composer because we like this music, and we produce a record so that many other people who will

Aerosmith Is 'Wild' About Writing Music For Movies

When it comes to movie music, Aerosmith cannot be stereotyped. The band's film contributions range from its bad-boy turn in the 1978 musical "Sgt. Pepper's Lonely Hearts Club Band" (which included its hard-rock version of the Beatles' "Come Together") to its first No. 1 on The Billboard Hot 100 with the ballad "I Don't Want to Miss a Thing" from 1998's "Armageddon."

This year, Aerosmith recorded a new song, "Lizard Love," for the Paramount Pictures animated feature "Rugrats Go Wild!"

Meanwhile, lead guitarist Joe Perry has contributed score music to Small Planet Pictures' "This Thing of Ours," which opened July 18 in select U.S. cities. Rhythm guitarist Brad Whitford had a cameo in the film. Perry tells *Billboard* that Aerosmith has had such diverse film choices because "we don't necessarily lean to one kind of film. We have a pretty loose attitude about those things. We've always chosen to do film music that reflects positively on the band."

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PERRY: HAS A 'THING' FOR MOVIE MUSIC

The Beat

Continued from page 15

afraid the kids will fail. We're expecting a lot but are making the goal realistic and making it fun."

The camp is being held in conjunction with AccessSportAmerica, a nonprofit group that teaches water sports to disabled children and adults. Part of each day will be devoted to music lessons and the rest to water activities.

Fifteen children ranging in age from 5 to 18 will attend this year's camp. White hopes it will be free, although the children may have to provide a rental fee for the instruments. All teachers and counselors are volunteering their time. Plans are for the children to continue their

Danny Provenzano, through Aerosmith producer Jack Douglas. Douglas is currently working with the band on its new album, which is due out next year.

Douglas and Lawrence Manchevich helped score the film. The drama—which also stars James Caan, Frank Vincent and Vincent Pastore of HBO's "The Sopranos"—is about mafia members involved in a bank-fraud scheme.

Perry is considering releasing the film's soundtrack on his Sony-distributed Roman Records label. Punch Goolsa, a Memphis-based rock band signed to Roman, has filmed a video for their cover of the Doors' "Roadhouse Blues," which is used in the film. "We filmed the video at my house," Perry adds. "I'm in the video and so are some people from the movie."

The guitarist reveals that he was chosen for the role of a gangster type in "This Thing of Ours," but he had to turn it down: "I was supposed to have a scene with James Caan, but I was right in the middle of getting ready to do a tour, so I didn't have time to be in the movie."

As for Aerosmith being part of "Rugrats Go Wild!," Perry notes: "We were on the Nickelodeon [Kids' Choice] Awards a few years ago and had a lot of fun with it. So when they approached us to do a song for this movie, we were excited to do it. It's great to see kids react to cartoons like this, so we

music lessons year-round.

Short term, White and the other founders would like to raise enough money to hire a full-time executive director to develop a curriculum. Long term, White says she envisions recording the camp's sessions to use as training so the project can spread to other communities.

Artists on the advisory board include Don Henley, Steve John Mellencamp and Steve Jordan.

Donations for the program can be made to AccessSportAmerica, 119 Hts. St., Acton, Mass. 01720. Please note "The Music to My Ears Project" on the check's memo line.

NEVER ENDING: On Aug. 12, Jive will release "One Step Closer," the first single from the Sept. 2 album featuring the 10 finalists from "American Idol" spinoff "American Juniors." Wake me when we get to "American Babies."

were happy to be a part of it."

He adds that writing music for movies can sometimes be risky.

"You never know how much of the music will make it into the final cut. All the directors we've worked with have had the same integrity and love for their work, and they help guide the process with feedback. If you don't want to work that way, then don't do film music."

Sound Tracks

By Caria Hay
chay@billboard.com



GIRL POWER: A female-driven lineup—including Shonen Knife, Vitamin C, Ne-Secrets and Cherish—appears on the soundtrack to "The Powerpuff Girls: Power Pop," due Aug. 12 on Kid Rhino/Rhino Records/Warner Strategic Marketing.

"The Powerpuff Girls" airs on the Cartoon Network. A previous soundtrack from the show, "The Powerpuff Girls: Heroes & Villains," peaked at No. 181 on The Billboard 200 when it was released three years ago.

MUSICALS IN THE NEWS: Following the Tony Award-winning success of "Hairspray," another John Waters film is being turned into a Broadway musical. His 1980 rockabilly film, "Cry-Baby," is expected to make its Broadway debut in 2005.

Allan Gordon, Adam Epstein and Elan McAllister—three of the producers behind the "Hairspray" musical—have teamed with Academy Award-winning producer Brian Grazer to bring "Cry-Baby" to Broadway. New songs will be written for the musical.

MGM has changed the title of its big-screen Cole Porter biography/musical from "Just One of Those Things" to "De-Lovely."

The film, due next year, stars Kevin Kline as Porter and Ashley Judd as Porter's wife, Linda. It will feature musical numbers performed by Alanis Morissette, Natalie Cole, Sheryl Crow, Elvis Costello, Robbie Williams, Diana Krall and Vivian Green (*Billboard*, June 10).

New additions to the cast are Mick Hucknall, Lara Fabian and Greek tenor Mario Frangoulis. Hucknall sings "I Love You," while Fabian and Frangoulis duet on "Let's Do It, Let's Fall in Love." Sony Music Soundtrax will release the soundtrack, which consists entirely of Porter songs.

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Rolling Stones And Company Rock To Revive Toronto

BY LARRY LEBLANC
and RAY WADDELL

TORONTO—Whether the July 30 Molson Canadian Rocks for Toronto concert achieves its desired objectives remains to be seen, but in terms of pulling off a historical concert, the event was a major success.

The crowd of about 480,000 that turned out at Toronto's Downsview Park makes it arguably the largest one-day ticketed concert in the world.

Attendance is believed to be second only to the 600,000 that attended the concert by the Band, Grateful Dead and the Allman Brothers Band at Watkins Glen (N.Y.) Raceway 30 years ago to the day.

But Jim Koplik, one of the producers of the Watkins Glen show and now a VP with Clear Channel Entertainment (CCE) in Connecticut, concedes the Glen show to Toronto as the largest.

"Toronto is certainly the biggest ticketed event ever in North America, if not the world," Koplik says. "At Watkins Glen, we sold 200,000 tickets but 400,000 in attendance. If we had sold 600,000 tickets, I'd be on an island somewhere."

Records aside, the crowd in Toronto was monstrous by any reckoning. "This is the biggest party in Toronto history," Mick Jagger of the headlining Rolling Stones told the crowd. "Toronto's back, and it's booming."

Producers say the event ran remarkably smooth.

"It was fantastic," Michael Cohl, international promoter/producer for the Rolling Stones' current Liks

tour, tells *Billboard*. "This may have been the only festival that ran on time. When the Rolling Stones took the show, we were five minutes ahead of schedule."

The gross in Toronto was in the \$9 million Canadian (\$6.4 million) range. The bill included the Rolling Stones, AC/DC, Rush, Justin Timberlake, the J. Lo Brothers, the Guess Who, the Flaming Lips, Jann Arden, Sass Jordan and others. (See Backbeat, page 36).

Produced by House of Blues (HOB) Concerts Canada, along with Clear Channel Entertainment Canada, Molson Breweries and the Toronto-based Cohl's team, the concert was geared to spur the Toronto tourism market and general economy that suffered in the wake of the SARS outbreak.

The province of Ontario, the Canadian federal government and Molson Breweries put up a combined \$12 million Canadian (\$8.6 million) to underwrite production and talent costs: the acts performed for a reduced fee.

Police reported only a handful of arrests for public drunkenness and disorderly conduct during the 11-hour event. "There were no deaths, only 16 arrests and no serious injuries," Cohl says.

"This whole event ended up in such a way that I'm still overwhelmed by it all," HOB Concerts Canada senior VP Riley O'Connor says. "I have to congratulate the fans who came for being outstanding citizens of their community."

Forecasted logistical snafus,

including ingress and egress, did not materialize. O'Connor credits this to exceptional planning and a crack production team. "This was master-planned in a way I've never been involved [with] before," O'Connor says. "Despite the dire predictions of what could happen, we cleared off the site in an hour-and-a-half."



CONCERT-GOERS SHOW THEIR SUPPORT FOR TORONTO

CCE Canada touring VP Gerry Barad was also impressed with how the event came off.

"You can try to do all the things right, but at the end of the day it comes down to the audience, and they were phenomenal," he says. "Everyone took heed of what they were supposed to do, and by 2 a.m., the subways were empty."

Entities that normally compete fiercely, namely CCE and HOB, cooperated for the event. HOB served as

producer; veteran Stones road warrior Jake Berry oversaw production. Molson's Sports and Entertainment division and CCE handled logistics. Additionally, Barad oversaw booking the acts, assembling the lineup in a mere seven weeks.

"It was really down to the wire, but we were thrilled with the lineup and

so was everybody else," Barad says. "It was a great bill, with a lot of Canadian acts and a lot of international acts."

The Stones took time to play Toronto while in the midst of their current European tour. "I believe we're the first act to route from Prague to Toronto to Benidorm, Spain," Cohl says. "Nobody routes that way."

The fact that so many different entities were involved in producing

the event appears to be a non-issue. "At no time did the word 'competition' come up," O'Connor says. "It was all about putting together the best event we could. We pulled people in from all over the place."

Barad agrees. "It was all about doing something for the city. We tried to do the right thing for Toronto, and when you have the government on your side, things happen easier."

In Toronto, 42 people have died of SARS this year. Ten remain ill, six critically. According to Canadian health officials, no new SARS cases have been reported in two months.

As to whether the concert will help negate the international perception of Toronto, Barad says, "It should. The whole SARS thing was a black eye that Toronto should never have been given, and this event put the world spotlight back on Toronto in a positive way."

The Rolling Stones were to resume their European tour Aug. 5 at Foote's Stadium in Benidorm, but the date was postponed because Jagger developed laryngitis. "Europe is going great," Cohl says. "We're doing 99% capacity and should be 100% before we're through. It's a lot of fun."

The Stones have confirmed dates through Sept. 14-15 at Wembley Arena in London, and Cohl says there is still a possibility that the band will try making up some February Far East dates that were lost because of SARS and a damaged plane.

"We're talking about it," Cohl says. "We're certainly trying our best, let's put that way."

Arts Centers Change Tune For More Revenue

BY SUSANNE AULT

LOS ANGELES—Performing arts centers traditionally present a lot of classical music shows. But the need to generate more revenue has led venue managers to book different types of events and experiment with other methods to make money.

Many orchestras and symphonies around the country are being affected by lean economic times, declaring bankruptcy or folding altogether. It has been reported in the press that the New York Philharmonic, the San Francisco Opera, the Cleveland Orchestra and the San Jose Symphony have all struggled financially during the past year.

At a town hall meeting July 28 at the annual International Association of Assembly Managers convention in New Orleans, performing arts executives shared how they have creatively changed their tune to bringing in more revenue.

Several managers admitted they were soliciting advertisers for in-house signage, which is normally taboo for upscale arts halls.

The Lincoln Center, home to the New York Philharmonic, is selling sponsorships for its Web site. For \$20,000, a company gets exclusive presence on the site for roughly one month at a time.

Janet Taylor, VP of the Cincinnati Arson Association, which operates the Arson Center, among other performing arts venues in the city—is considering running commercials on video screens before shows.

Taylor said there is always a conflict between balancing the identity of the venue and branding from an advertiser, noting, "The pressure to do things is crazy."

Paul Beard, the discussion's moderator and managing director of the Bass Performance Hall in Fort Worth, Texas, believed it might be uncomfortable to accommodate advertisers, "but symphonies are in an impossible

situation financially. This is an out-of-the-box approach to the problem."

Base features several display cases for corporate sponsors to post their signage, "but we give the visual materials a theatrical twist so it looks appealing," Beard explained.

Booking different, sometimes out-of-character shows is another strategy.

Rodney Smith, the city of Denver's director of programming and event services for theaters and arenas, has been allowing rehearsals for World Wrestling Entertainment events at the Denver Performing Arts Complex. The venue has also hosted full-contact martial arts matches.

"You've got to reach out to different clientele," Smith said. He joked, "And the acoustics are great!"

Similarly, Houston's Hobby Center for the Performing Arts recently presented the Miss Vietnamese Beauty Pageant and earned a cut of the revenue from related DVD merchandise sold on-site. The drag-queen a cap-

pella show, "Dragapella," also staged a run this year at the venue.

"We're trying everything," said Michael Taormina, GM for the Hobby Center.

In January, the symphony at the Pikes Peak Center in Colorado Springs, Colo., filed for bankruptcy.

"The community was concerned," said Steve Martin, the venue's director. He solved the problem by giving the 10 days that were lost because of the symphony's woes with 35 other concerts.

Performing arts managers are also willing to break traditional venue rules to attract audiences. Eating and drinking during shows—considered low-class for these upscale, typically historic buildings—is no longer the no-no it used to be.

When rain drove the recent Opera on the Rocks show from Red Rocks Amphitheatre into Denver's Boettcher Concert Hall July 11, Smith, who is Boettcher's GM, let attendees bring in hot dogs and pretzels, just like they

would have at the shed.

"People applauded," Smith said. He was surprised at how many bought snacks at the venue, which is likely to sell concessions for all future shows.

"We have to chip away at the philosophy that our patrons are idiots" and will make a lot of noise if they eat a snack, Smith said. "The [extra] revenue from this offsets any changes" to the venue.

Complimenting on concession offerings, the Fox Cities Performing Arts Center in Appleton, Wis., has started offering bottled water. Executive director Kirk Metzger recalls selling hundreds of 52 bottles at a recent show.

"Where do we draw the line?" asked Donna Saul, VP of facility operations at the Detroit Symphony Orchestra, who has added poetry slams and stand-up comedy dates to her performance repertoire. "Music is the main mission. But you also have to raise the money to keep doing the music."

Agency Values 'Face Time' With Venues

Ojai, Calif.-based Parade Artists, owned by partners **Howie Silverman** and **Bill Monoh**, was a rare booking-agency exhibitor at the International Assn. of Assembly Managers (IAAM) conference and trade show in New Orleans. But Silverman says it's all about getting face time with the venues.

"We've always felt in the past that we weren't ready for the large buildings, stadiums and arenas, that we didn't have the product for that," Silverman says. "But in the past few years, performing arts centers have been coming to this convention en masse. And on our side, we've been building products that appeal to theaters, arenas and performing arts centers. So we met in the middle."

Did the move pay off? "We had a very successful convention, I have to say," Silverman observes. "We had a crappy location, tucked in a corner, [but] everybody that walked up was an important buyer and there was a

and promote in-house successfully. A building manager who is a buyer of necessity never works."

DOWN BUT NOT OUT: The Party of a Lifetime co-headlining tour with Sammy Hagar and Lynyrd Skynyrd lost its August dates because of the

On The Road.

By Roy Waddell
rwaddell@billboard.com



"combat medical fatigue" of Skynyrd's **Gary Rossington**. The guitar cruncher underwent open-heart bypass surgery in February and suffered a "minor seizure," according to Ross Schilling, manager for Skynyrd at Vector Management. Rossington's cardiologist ordered three weeks of relaxing at home, but Schilling says Rossington should be able to return to the road in time for an Aug. 23 date in Omaha, Neb.

Hagar will proceed with the Party route, but Skynyrd lost some of its best markets, including Birmingham, Ala., and Atlanta; the latter date at the **Hi-Fi Buys Amphitheater** has been rescheduled for Sept. 10.

"The dates have been going fine, and the band is coming off its hottest record in probably 15 years," Schilling says, referring to current Skynyrd single "Red, White and Blue."

This year is the band's 30th anniversary. Universal Records is commemorating it with the July 29 release of "Thirty," a double-CD compilation. Great Overland at the William Morris Agency books the band.

TOURS AND SUCH: SoCal punk act **Yellowcard** is following a stint on the Vans Warped tour with a club/date show route. It is out through Sept. 5, when it will play the modern rock WMQB Hartford (Conn.) show at the **Webster Theatre** with **Less Than Jake**.

Jazz pianist **Marian McPartland**, host of NPR's "Piano Jazz," has signed with Ted Kurland Associates. Boston-based TRK will exclusively handle all bookings for the artist on a worldwide basis.

NICE JEANS: Clear Channel Entertainment has a new Tommy Jeans Stage on the concourse at the **Hyundai Pavilion** at Glen Helen in Devore, Calif. This is the 11th Tommy Jeans Stage at a CCE show.

AUGUST 16 2003		Billboard		BOXSCORE™ CONCERT GROSSES	
ARTIST	VENUE/DATE	GROSS/ TICKET PRICE	ATTENDANCE/ CAPACITY	PROMOTER	
JAMBORÉE IN THE HILLS: BROOKS & DUNN, RASCAL FLATTS, BRAD PASKLEY, KETHUMARAN, TRAVIS TRITT, MARTINA MARGARET & OTHERS	Jamboree in the Hills Festival Ava, Monticello, Ohio July 12-13	\$7,796,823 \$75,933.75	76,846 140,000 four days	Clear Channel Entertainment	
SUMMER SANGRAPHIC TOUR: METALLICA, LIMP BICIZ, LINKIN PARK, DEPTONES, MUDVAYNE	Parr-Jann-Dragons, Montreal July 11-13	\$2,525,118 (\$1,543.70 Considered) \$60	41,728 42,000	Gilbert Entertainment Group	
PHISH	Verizon Wireless Music Center, Nashville, Tenn. July 11-13	\$405,162 \$42.25	62,608 72,564 (five shows)	Clear Channel Entertainment	
PHISH	Algonquin Valley Music Theater, East Troy, Wis. July 10-15	\$2,147,243 \$39.50	55,772 76,280 two shows	Clear Channel Entertainment	
WESTLIFE	Scottish Exhibition & Conference Centre, Glasgow, Scotland July 6, 10, 11-13	\$1,378,325 (\$1,077,125) \$41 \$42	41,805 49,000 six shows	3 A Entertainment, Jack Ulrich Presents	
OZZY-OSTOZ OZZBOURNE, KOHN, MARLYN RAMON, DISTURBED, CHEVIELE, THE DAYTONS, CRAIG FLETCH, VOYODO & OTHERS	OTF Energy Music Center, Clarksville, Mo. July 14-15	\$1,269,296 \$62,509.58	28,789 36,054 two shows one sellout	Clear Channel Entertainment, Palace Sports & Entertainment	
WESTLIFE	Halton FM Arena, Newcastle, England July 10-11, 21-22	\$1,570,828 (\$80,200) \$29.51	38,665 42,000 four shows	3 A Entertainment, Jack Ulrich Presents	
WESTLIFE	Tollcross Arena, Newcastle, England July 1-5	\$1,213,743 (\$79,375) \$41.99	31,817 32,000 four shows	3 A Entertainment, Jack Ulrich Presents	
THE DEAD & BOB DYLAN, MOE, ROBERT HUNTER	Route 66 Raceway, Newburgh, N.Y. Aug. 2	\$1,125,432 \$45.12	22,726 23,000	Jam Productions	
DIXIE CHICKS, MICHELLE BRANCH	The Pyramid, Memphis, Tenn. Aug. 2	\$1,312,865 \$65,642.85	16,765 sellout	Beaver Productions	
CHER, TOMMY DRAKE	Atlantic City Boardwalk, Atlantic City, N.J. July 12-13	\$1,003,440 \$175,975.00 \$50	12,622 sellout	Clear Channel Entertainment, Park Place Entertainment	
DIXIE CHICKS, MICHELLE BRANCH	American Airlines Center, Dallas July 6	\$1,311,728 \$65,589.40	16,764 sellout	The Machine Group, Clear Channel Entertainment	
LOLLAPALLOOZA: JAMES ADDICION, FALCOWLEY, INCURUS, DUFFERS OF THE STONE AGE, JARASCIC & THE DONNAS & OTHERS	Tweeter Center for the Performing Arts, Worcester, Mass. July 6-7	\$1,367,751 \$70,355.94	19,880 sellout	Clear Channel Entertainment	
DIXIE CHICKS, MICHELLE BRANCH	Alhambra, Los Angeles, Calif. Aug. 1	\$259,580 \$105,945.83	16,790 sellout	Beaver Productions	
OZZY-OSTOZ OZZBOURNE, KOHN, MARLYN RAMON, DISTURBED, CHEVIELE, THE DAYTONS, CRAIG FLETCH, VOYODO & OTHERS	Tweeter Center, Newburgh, N.Y. July 10-11, 21-22	\$879,389 \$75,752.55	21,358 26,422	Clear Channel Entertainment	
WULF LOOPFEEST: JOURNEY, RED SPEEDRAGON, JAY-Z, SAMMY HAGLER, 38 SPECIAL, HEART, NIGHT RANGER	Tweeter Center, Newburgh, N.Y. July 10-11, 21-22	\$881,875 \$47,510	21,886 52,114 two shows	Clear Channel Entertainment	
DAVE MATTHEWS BAND, GOV'T MULE	Pepsi Center, Denver July 21	\$881,765 \$52.50	17,689 sellout	Clear Channel Entertainment	
DAVE MATTHEWS BAND, GOV'T MULE	Croixnet Pavilion, Phoenix July 24	\$805,683 \$52,533.55	16,191 sellout	Clear Channel Entertainment	
CHER, TOMMY DRAKE	Pepsi Arena, Albany, N.Y. July 23	\$801,670 \$15,554.50	11,987 sellout	Magic City Productions	
PHISH	Verizon Wireless Amphitheater, Charlotte, N.C. July 25	\$271,856 \$41,843.50	18,874 sellout	Clear Channel Entertainment	
DAVE MATTHEWS BAND, DOYLE BRAMHALL II	Verizon Wireless Amphitheater, Dallas, Texas July 25	\$452,730 \$55,339.35	16,565 20,000	Clear Channel Entertainment	
LOLLAPALLOOZA: JAMES ADDICION, FALCOWLEY, INCURUS, DUFFERS OF THE STONE AGE, JARASCIC & THE DONNAS & OTHERS	PNC Bank Arts Center, Holland, N.J. July 25	\$368,532 \$56,758.94	12,868 16,344	Clear Channel Entertainment	
LOLLAPALLOOZA: JAMES ADDICION, FALCOWLEY, INCURUS, DUFFERS OF THE STONE AGE, JARASCIC & THE DONNAS & OTHERS	DTL Energy Music Center, Cleveland, Mich. July 25	\$660,967 \$44,514.98	13,647 16,876	Clear Channel Entertainment	
LOLLAPALLOOZA: JAMES ADDICION, FALCOWLEY, INCURUS, DUFFERS OF THE STONE AGE, JARASCIC & THE DONNAS & OTHERS	Investment Center, Tinley Park, Ill. July 25	\$218,138 \$36,510	14,582 25,450	Clear Channel Entertainment	
KENNY CHESNEY, KEITH URBAN, DEANNA CARTER	The Grange, George, Washington July 25	\$287,717 \$41,052.91	14,838 15,000	Home of Blues Concerts, The Machine Group	
ALABAMA	Altus Pavilion in Walnut Creek, Boling, N.C. July 12	\$288,164 \$1,209,510	15,682 26,075	Clear Channel Entertainment	
PEARL JAM, SLEATER-KINNEY	Hersheycamp Stadium, Hershey, Pa. July 12	\$447,950 \$47,750.00	14,354 16,054	Clear Channel Entertainment	
50 CENT & JAY-Z, SNOOP DOGG, FALCOWLEY, SEAN PAUL	Target Center, Minneapolis July 23	\$277,090 \$45,023.15	19,038 \$45,023	Clear Channel Entertainment	
JAMES TAYLOR	Hersheycamp Stadium, Hershey, Pa. July 23	\$266,315 \$41,753.75	14,070 14,256	Clear Channel Entertainment	
CHER, TOMMY DRAKE	Verizon Wireless Arena, Las Vegas, Nev. July 19	\$265,590 \$24,058.18	8,299 17,172	Clear Channel Entertainment	
50 CENT & JAY-Z, BUSTY RHAMES, SEAN PAUL, FAIR PLAY, LAY TAY	Thomas & Mack Center, Las Vegas July 20	\$247,265 \$24,726.5	13,415 13,700	Fantoms Productions	
CHER, DOMI IRRERA	First Union Arena, Wilmington, N.C. July 20	\$255,594 \$21,753.25	8,443 sellout	Clear Channel Entertainment	
50 CENT & JAY-Z, SNOOP DOGG, FALCOWLEY, SEAN PAUL	Verizon Wireless Amphitheater, Spring, Texas July 20	\$322,280 \$51,581.8	17,004 sellout	Clear Channel Entertainment	
50 CENT & JAY-Z, SNOOP DOGG, FALCOWLEY, SEAN PAUL, SNOOP DOGG, FALCOWLEY, SEAN PAUL	Blossom Music Center, Coeur d'Alene, Idaho July 11	\$322,090 \$50,350.01	16,779 18,500	Home of Blues Concerts	
JAMES TAYLOR	DTL Energy Music Center, Cleveland, Mich. July 20	\$616,914 \$42,535.50	14,787 14,000	Clear Channel Entertainment, Palace Sports & Entertainment	

Gotti Tops BMI Urban Awards

BY MARGO WHITMIRE

For the second consecutive year, Mardis Inc. president and rap mogul Irv Gotti was honored as the songwriter of the year at BMI's 2003 Urban Awards.



KELLY (LEFT) AND Irv GOTTI: MAKING AN APPEARANCE

Sharing the nod with Gotti others last year, the spotlight was on Fatti alone this time. He was honored for nine songs: "Always on Time," "Down II," "Down Ass Chick," "Livin' It Up," "Rainy Dayz,"

"What's Lovz?," "Baby," "Foolish" and "Happy." Rapper and Gotti collaborator Ja Rule accepted the award on Gotti's behalf.

The black-tie ceremony was staged Aug. 5 at Club Tropigala at the Fontainebleau Hilton Resorts & Towers in Miami Beach. It was hosted by BMI president/CEO Frances W. Preston, along with executive VP Del Bryant and assistant VP of writer/publisher relations Catherine Brewton. The event featured performances by Bilal, Floetry, Anthony Hamilton and a surprise performance by R. Kelly.

The evening honored soul legend Isaac Hayes with the BMI Icon award. The Academy Award- and Grammy Award-winning composer/singer is best-known for "Theme From Shaft." The song made Hayes the first African-American to win a best song Oscar. He is also responsible for the Sam & Dave classic hit "Soul Man." Hayes is widely sampled by today's rap, hip-hop and R&B artists.

The Rock and Roll Hall of Famer told *Billboard*, "It's a great honor. BMI and I have had a wonderful relationship for years. I know every-

one from Frances Preston on down. So this award is really coming from my family. And to be compared to the likes of James Brown [last year's Icon honoree] is great." (For more news about Hayes, see Rhythm & Blues, below.)

Tribute was also paid to producers of the year Chad Hugo and Pharrell Williams, better-known as the Neptunes. The songwriting/production team is responsible for numerous urban hits and has worked with such hip-hop stars as Snoop Dogg and Busta Rhymes.

"It's a pleasure to be honored by our peers. We get credit on the streets, but it's another thing to be

honored by other songwriters," Hugo says.

Also recognized as top producers were Gotti, Eminem, Mannie Fresh, Jazze Pha, Poke, Cory Rooney and Mario Winans.

"Hot in Herre"—co-written by Williams and Charles L. Brown and performed by Nelly—was named song of the year. Published by Ascent Music, EMI-Blackwood, Nouveau Music Co., Swing T Publishing and Waters of Nazareth Publishing, the song spent seven weeks at No. 1 on The *Billboard* Hot 100.

With 11 songs on BMI's most-performed list, EMI Music Publishing earned its third consecutive urban

publisher of the year award.

Besides the song of the year, BMI's winning songs included "Caramel," "Hate Crazy," "I Love You," "I Need a Girl (Part Two)," "Just a Friend 2002," "Nothin'," "Lights, Camera, Action!," "U Don't Have to Call," "What About U?" and "Young'n (Holla Backi.)."

The annual event honors the songwriters, producers and publishers of the most-performed songs in R&B, rap and hip-hop. A complete list of 2003 BMI Urban Award winners can be found at billboard.com/awards.

Additional reporting by Gail Mitchell and Rashawn Hall in Miami.

Navarre Distributes Saadiq's 'Hits'

Live House of Blues Album Is First Under New Deal

Raphael Saadiq's Pookie Entertainment has secured distribution through the Navarre Corp. His first project under the agreement will be the live album "Raphael Saadiq: All Hits at the House of Blues."

Due Oct. 14, the album was recorded at the House of Blues in Los Angeles. Among the July 3 show's highlights was a Tony! Toni! Toné! reunion, as well as performances by Joi and D'Angelo.

To help promote the album, Saadiq is staging a home state mini-tour. The Oakland, Calif., native has scheduled stops in San Francisco (Aug. 20-21) and Sacramento (Aug. 22). Additional dates will be announced shortly.

TO BE CONTINUED: His on-air stint with adult R&B WRKS New York may be over, but soul man Isaac Hayes is still sitting around. BMI's 2003 Icon honoree (see story, above) is juggling a host of projects.



about this young generation not knowing whose shoulders they're standing on. The kids buying [music] today don't know, and some of the guys doing music now don't know, don't have the respect.



Hayes Music, Food & Passion. I call it 'Southern cuisine.' But hell, it's soul food.

Hayes plans to open an offshoot eatery in Jacksonville, Fla., and to reopen his Chicago establishment. Having written a cookbook and currently marketing meat sauces (erk, hot wing and barbecue) under the Memphis Magic moniker, he is also developing a cooking show. In the meantime, he is still touring and has

been promoting his appearances in the performance documentary "Only the Strong Survive," the revamped concert film "Wattax" and the August PBS concert special "Soul Comes Home," celebrating the grand opening of the Stax Museum in Memphis.

And he is still providing the voice of the popular character Chef on "South Park." The Comedy Central series is currently on hiatus.

"Parents know me from 'Shaft,'" Hayes says with a laugh. "But 'South Park' is how I stay alive with the young kids."

But rest assured, Hayes—who, along with the late legends Barry White and Marvin Gaye, took romantic seduction to new heights—hasn't stopped the music. Though he is not yet in the studio, Hayes is "looking forward to recording again."

EXTENSION: The submissions deadline for the Heiniken Music Initiative/ASCAP Foundation R&B grant program is now Aug. 29. Songwriters living in Atlanta, Chicago, LA, New York, Miami, Philadelphia and Washington, D.C./Baltimore can apply for \$3,000 grants. For more details, visit ascapfoundation.org.

QUICK HITS: Urban infantrium www.urbaninfantrium.com has signed a content deal with Music Choice... Adina Howard is returning with a new album tentatively titled "Two Can Play That Game." It is slated to be released through Vamp Entertainment. Howard is best-known for the 1995 single "Freak Like Me."

...Motown classics get twisted by Les Ritenour on "A Twist of Motown." The Sept. 23 set is the third in the guitarist/producer's continuing series, preceded by "A Twist of Journey" (1997) and "A Twist of Marley" (2001).

AUGUST 14 Billboard HOT RAP TRACKS				
LAST WEEK	TITLE	IMPRINT/PROMOTION LABEL	Artist	
1	RIGHT THUR	NUMBER 1	4 Weeks at Number 1	
2	P.I.M.P.		50 Cent	
3	GET LOW	Li Jon & The East Side Boys Featuring Ying Yang Twins		
4	INTO YOU	Fabulous Featuring Mike Shorey & Lil' Mo		
5	LIKE GULL		Sams Paul	
6	MAGIC STICK		Lil' Kim Featuring 50 Cent	
7	SHAKE YA TAILFEATHER		Nelly, P. Diddy & Murphy Lee	
8	LET'S GET DOWN		Bow Wow Featuring Fatboy	
9	GET BUSY		Seas Paul	
10	CAN'T STOP WON'T STOP		Young Geng	
11	LIKE A PIMP		David Banner Featuring Busta Rhymes	
12	LIGHT YOUR A** ON FIRE		50 Cent Featuring Nate Dogg	
13	21 QUESTIONS		Fabulous Featuring Mike Shorey & Lil' Mo	
14	CAN'T LET YOU GO		YoungBloodZ Featuring Lil' Mo	
15	DAMN!		Bees Crusher Featuring Killer Mike & T.I.	
16	NEVER SCARED		50 Cent	
17	IF I CAN'T		50 Cent	
18	WHAT UP GANGSTA		50 Cent	
19	IN DA CLUB		50 Cent	
20	LA-LA-LA (EXCUSE ME AGAIN)		Jay-Z	
21	I KNOW WHAT YOU WANT		Busta Rhymes & Mariah Carey Featuring The Flipsides Band	
22	WHERE IS THE LOVE?		Black Eye Peas	
23	STILL BALLIN'		2Pac Featuring Trick Daddy	
24	ACT A FOOL		Ludacris	
25	24/7		T.I.	

* Tracks with the greatest change in position are indicated by an asterisk. The top track in the chart is a certified hit (see page 22 for details). ** Tracks with the greatest change in position are indicated by an asterisk. The top track in the chart is a certified hit (see page 22 for details). *** Tracks with the greatest change in position are indicated by an asterisk. The top track in the chart is a certified hit (see page 22 for details).

Rhythm & Blues
By Gail Mitchell
gmitchell@billboard.com

"I was in radio for the last six years," the Memphis-based singer/songwriter/producer says. "The New York thing was good but restrictive. It's time for me to do something else. I was recently in Washington, D.C., meeting people in Congress to get funding for my literacy program [through the Les Hayes Foundation]. I'm very much into that now, as well as music education. I have concerns

Billboard® TOP R&B/HIP-HOP ALBUMS.

Sales data compiled from a national subpanel of core R&B/Hip-Hop stores by

 Nielsen
SoundScan

Rank	Weeks	Artist	Imp/Int & Number/Distributing Label	SoundScan	Title	Peak	Weeks	Artist	Imp/Int & Number/Distributing Label	Title	Peak
1	1	SOUNDTRACK	VARIOUS ARTISTS • NUMBER 1 • 100	3 Weeks At Number 1	Just Sayin'	1	49	BROTHA LYNNCH HUNG	STORMY 904 • 100	Lynch By Inch: Suicide Note	21
2	1	CHINGY	• 100	1	Jackpot	2	51	LES NUBRANS	• 100	One Day For Forever	22
3	1	LSG	• 100	1	HOT SHOT DEBUT	3	54	BRITTA RHYMES	• 100	I Am A Solo No More	23
4	3	BEYONCÉ	• 100	Onesongonly in Love	4	54	BK	• 100	The Removes Vol. 2 EP	24	
5	4	ASHANTI	• 100	Chapter II	5	58	DIVELA	• 100	Subjects	25	
6	2	MYA	• 100	Mooding	6	54	SO CENT	• 100	The New Breed	26	
7	8	LIL JON & THE EAST SIDE BOYZ	• 100	Kings Of Crank	7	56	SNOC DOGG	• 100	Paid The Cost To Be So Bad	27	
8	5	LUTHER VANDROSS	• 100	Once With My Father	8	58	CANIBUS	• 100	Rip The Jacker	28	
9	7	MONICA	• 100	After The Storm	9	59	JOHNNIE TAYLOR	• 100	There's No Good In Goodbye	29	
10	10	SO CENT	• 100	Get Rich Or Die Tryin'	10	60	VIOLENT J	• 100	Wizard Of The Hood (EP)	31	
11	9	J5	• 100	Ice Cream	11	61	DOTTIE PEARCE	• 100	Churchin' With Dotie	32	
12	8	THREE & MAFIA	• 100	On Unbreakables	12	62	INDIA ARIE	• 100	Voyage To India	33	
13	12	R. KELLY	• 100	Chocolate Factory	13	62	KRIZ KHALUM	• 100	Inner My Soul	34	
14	11	DA BRAT	• 100	Limelife, Love & Nutcracker	14	63	DONNIE MCCURRIN	• 100	Donnie McCurkin... Again	35	
15	16	SEAN PAUL	• 100	Quick Rick	15	64	FREEMAY	• 100	Philadelphus Freeman	36	
16	16	GUINIUWE	• 100	The Sevier	16	65	FRANKIE J	• 100	What's A Man For	37	
17	22	KEM	• 100	Kemistry	17	67	MAC GYAL	• 100	The Trouble With Being Impert	38	
18	19	THE ISLEY BROTHERS FEATURING RONALD ISLEY	• 100	Bodyline	18	69	MO THUGS	• 100	The Movement	39	
19	13	DAVID BANNER	• 100	Mississippi: The Album	19	70	JEFFREY OSBORNE	• 100	Music Is Love	40	
20	23	FABOLOUS	• 100	Secret Dreams	20	73	SIMILEX & SOUTHSTAR	• 100	Crash The Party	41	
21	14	JOE BUDDEN	• 100	Joe Budden	21	74	DJ KAYSLAY	• 100	The Streetsweeper Vol. 4	42	
22	18	BLU CANTRER	• 100	Bittersweet	22	74	HEDGEWILL WALKS & THE LOVE LEGION	• 100	Family After 4:00 (Live At City Music Hall)	43	
23	24	BONE CRUSHER	• 100	AmorCRUM	23	74	BERNIE WILLIAMS	• 100	The Journey Within	44	
24	21	LUMIDEE	• 100	Almost Famous	24	76	THE LAST MR. BIGG	• 100	The Mask Is Off	45	
25	26	LIL' KIM	• 100	La Bella Mafia	25	77	LIL' FLIP	• 100	Underground Legend	46	
26	17	SOUNDTRACK	• 100	2 Fast 2 Furious	26	78	BRIAN CULBERTSON	• 100	Come On Up	47	
27	28	BLACK EYE PEAS	• 100	Elephunk	27	79	VARIOUS ARTISTS	• 100	Totally R&B	48	
28	11	KEITH MURRAY	• 100	He's A Krazy Murda	28	80	MOB DEEP	• 100	Free Agents: The Murda Mix Tape	49	
29	32	KINDRED THE FAMILY SOUL	• 100	Sum'n To Love	29	81	ANITA BAKER	• 100	The Real Story Of Anita	50	
30	27	JAY-Z	• 100	Sit Down	30	82	2PAC	• 100	Butter Day	51	
31	25	VARIOUS ARTISTS	• 100	Reggae Gold 2003	31	91	NAS	• 100	God's Son	52	
32	26	EMINEM	• 100	The Eminem Show	32	93	THE ROOTS	• 100	Phenomenology	53	
33	30	HEATHER HEADLEY	• 100	This Is Who I Am	33	94	JAY-Z & THE BLACK ALBUM	• 100	Chapter 2: The Voice	54	
34	31	CAM'RON PRESENTS THE DIPLOMATS	• 100	Diplomatic Immunity	34	95	ALIAHYA	• 100	The Blueprint 2: The Gift And The Curse	1	
35	29	GANG STARR	• 100	The Owners	35	97	DAZ	• 100	DPGC U Know What I'm Throwin' Vol. 1	1	
36	34	FLOETRY	• 100	The Florists	36	97	ROY HARGROVE PRESENTS THE RH FACTOR	• 100	Hard Groove	32	
37	38	TYRESE	• 100	I Wanna Go There	37	97	LIL' MO	• 100	Meet The Girl Next Door	4	
38	—	MACK 10	• 100	Ghetto, Guts & Gangs	38	97	UGK	• 100	Meat	31	
39	—	SMOKIE NORFUL	• 100	I Need You Now	39	92	MICHAEL McDONALD	• 100	Metamorph	31	
40	36	SCARFACE	• 100	Salts And My Word	40	92	MISSY ELLIOTT	• 100	Under Construction	2	
41	64	VIVIAN GREEN	• 100	Love Story	41	98	BRIAN MCKNIGHT	• 100	10 Turns	1	
42	43	JUSTIN TIMBERLAKE	• 100	Justified	42	99	LIL' WYTE	• 100	Hypnotic Minds Presents: Ouch! My New...	1	
43	32	KELLY PERRY	• 100	Pricessess	43	97	KAYZ	• 100	The Blueprint	1	
44	—	C-BO	• 100	The Modulator	44	97	JRK FRANKLIN	• 100	The Rebirth Of Kirk Franklin	1	
45	82	BK	• 100	Prodigious	45	88	WAYNE WONDER	• 100	No Holding Back	1	
46	—	ROSCOE	• 100	Young Rescaphem	46	88	GEORGE BENSON	• 100	The Greatest Hits Of Al	74	
47	—	VARIOUS ARTISTS	• 100	Teachy Hip Hop	47	91	RARE ESSENCE	• 100	Live At Club Q: Old School Wave	2	
48	59	NELLY	• 100	Nellyville	48	91	SCARFACE	• 100	The Greatest Hits	1	
49	—	VARIOUS ARTISTS	• 100	Teachy Hip Hop	49	91	CLIPSE	• 100	Lord Willis'	1	
50	—	VARIOUS ARTISTS	• 100	Nellyville	50	91	DONNIE	• 100	The Colored Section	1	

Billboard® TOP R&B/HIP-HOP CATALOG ALBUMS

Sales data compiled from a national sub-sample of core R&B/Hip-Hop stores by

 Nielsen
SoundScan[illegible][illegible]

AUGUST 16
2003

Billboard HOT R&B/HIP-HOP SINGLES & TRACKS

WEEK	LAST WEEK	2 WEEKS AGO	TITLE	PRODUCER (SONGWRITER)	IMP/INT & NUMBER/PROMOTION	Artist	PEAK POSITION
			NUMBER 1				1 Week At Number 1
6	7		FRONTIN	Q	Pharrell Featuring Jay-Z	1	1
1	1		CRAZY IN LOVE	Q	Destiny Fiercest Featuring Jay-Z	1	1
4	5		P.J.M.P.O.	Q	50 Cent	1	1
3	3		IN THOSE YEARS	Q	50 Cent	1	1
7	6		GET LOW	Q	Li Jun & The East Side Boyz Featuring Yang Yang Towas	5	5
2	4		RIGHT THURR	Q	Chingy	2	2
5	2		SO GONE	Q	Meekat	2	2
8	13		INTO YOU	Q	Fabulous Featuring Tami	9	9
9	12		LIKE GLUE	Q	Sean Paul	9	9
10	11		NEVER LEAVE YOU - UH OOH, UH OOOH	Q	Lumidee	9	9
13	16		THOIA THOING	Q	Kelly	11	11
12	14		COME OVER	Q	Adityah	11	11
15	18		SHAKE YA TAILFEATHER	Q	Kelly P. Diddy & Murphy Lee	13	13
16	11		LOVE AT FIRST SIGHT	Q	Mary J. Blige Featuring Method Man	13	13
17	17		LET'S GET DOWN	Q	Boyz n the B	15	15
18	12		ROCK WIT U (AWWW BABY)	Q	Adityah	4	4
19	13		MAGIC STICK	Q	Li Jun	30	30
18	20		SIGNS OF LOVE MAKIN'	Q	Tyrese	18	18
22	25		MY LOVE IS LIKE... WO	Q	Mys	19	19
20	19		I WISH I WASN'T	Q	Heather Headley	15	15
19	15		LIKE A PIMP	Q	David Banner Featuring Lil' Flip	15	15
26	33		CAN'T STOP, WON'T STOP	Q	Young G	22	22
32	31		LIGHT YOUR A** ON FIRE	Q	Busta Rhymes	23	23
28	30		GREATEST GAINER/AIRPLAY				
25	31		BABY BOY	Q	Destiny Fiercest	24	24
25	31		DAMN I	Q	YoungBloodZ Featuring Lil' Jon	25	25
21	21		PUT THAT WOMAN FIRST	Q	Jehovah	5	5
25	22		GET BUSY	Q	Sean Paul	5	5
30	32		STEEL THE NAME OF LOVE	Q	Kelly	28	28
24	24		SUPERSTAR	Q	Rules	30	30
39	44		WHAT UP GANGSTA	Q	50 Cent	2	2
27	23		NEVER SCARED	Q	Boyz n the B	15	15
28	38		OFFICIALLY MISSING YOU	Q	Close	32	32
33	60		NA NA NA NA	Q	112 Featuring Super Cat	33	33
34	27		21 QUESTIONS	Q	50 Cent Featuring Nate Dogg	1	1
28	28		CAN'T LET YOU GO	Q	Fabulous Featuring Mike Shorey & Lil' Mo	2	2
29	29		TELL NEVER LEAVE	Q	Kelly	29	29
40	34		IF I CAN'T	Q	50 Cent	34	34
37	39		LA-LA LA (EXCUSE ME AGAIN)	Q	Jay-Z	37	37
41	41		LOVE CALLS	Q	Kam	39	39
36	36		DANCE WITH MY FATHER	Q	Luther Vandross	36	36
43	46		24/5	Q	Jehovah	41	41
53	53		CRAZY	Q	Jehovah	42	42
32	30		SAY YES	Q	Floetry	43	43
44	44		WHAT WOULD YOU DO?	Q	The Isley Brothers Featuring Ronald Isley	14	14
50	57		RAIN ON ME	Q	Nicki Minaj	46	46
52	56		FEELIN' FREAKY	Q	Nicki Minaj	46	46
45	47		I KNOW WHAT YOU WANT	Q	Busta Rhymes & Mariah Carey Featuring The Pimpino Squad	47	47
54	53		PON DE RIVER, PON DE BANK	Q	Eliant Man	48	48
55	58		COP THAT SHIT	Q	Tombalund & Magoz Featuring Mike Elam	49	49

WEEK	LAST WEEK	2 WEEKS AGO	TITLE	PRODUCER (SONGWRITER)	IMP/INT & NUMBER/PROMOTION	Artist	PEAK POSITION
48	47		BEAUTIFUL	Q	Seoop Deputy Featuring Pharell & Usher	3	3
57	58		SUMMERTIME	Q	Destiny Fiercest	51	51
35	36		ACT A FOOL	Q	Ludacris	20	20
64	66		WHERE THE HOOA AT?	Q	DMX	53	53
54	54		FAK AWAY	Q	Marques Houston	55	55
61	69		CLUBBIN'	Q	Kindred The Future	56	56
60	63		THE ONLY THING MISSIN'	Q	Arashia Franklin	55	55
51	51		FIRE, YES, YES Y ALL	Q	Joe Budden	48	48
58	59		ICE CREAM	Q	Jay-Z	58	58
59	64		FLIPSIDE	Q	Freeway	58	58
73	73		BUSTED	Q	The Isley Brothers	61	61
59	59		NAGGIN'	Q	Yang Yang Towas	62	62
66	70		DANGER	Q	Erykah Badu	63	63
66	70		FIND A WAY	Q	Avant	65	65
72	72		READ YOUR MIND	Q	Xzibit	66	66
72	72		MY NAME	Q	Shrek Louche	67	67
72	72		PARTY & BULLSHIT 2003	Q	Shrek Louche	67	67
72	72		MIGHTY D-BLOCK (2 GUNZ UP)	Q	Shrek Louche	67	67
72	72		WHAT A GIRL WANTS	Q	02K	69	69
63	65		FANAT	Q	Voices	52	52
62	62		ROUND THE GLOBE	Q	Nappy Roots	71	71
70	70		RIDIN' SPINNERS	Q	Three 6 Mafia	71	71
70	70		DIPSET (SANTANA'S TOWN)	Q	Jay-Z	70	70
74	74		LET ME KNOW	Q	Hi-C	74	74
75	75		BEST OF OUR LIVES	Q	Jehovah	75	75
71	72		FOREVER	Q	Kelly	71	71
48	71		STAND UP	Q	Ludacris	77	77
48	71		FAITHFUL TO YOU	Q	Syleena Johnson	68	68
52	52		I LOVE YOU	Q	Loke	77	77
67	67		HOW YOU WANT THAT	Q	Loke	77	77
82	82		SMOOTH SAILIN'	Q	Loke	77	77
84	84		I WANT YOU	Q	Thalia	77	77
84	84		CLOSER	Q	Goapele	61	61
79	79		DIDN'T YOU KNOW	Q	The Boyz	79	79
80	80		OOH WEE	Q	Mark Ronson	80	80
81	81		SHAKE THAT MONKEY	Q	Two Short Featuring Lil' Jon & The East Side Boyz	81	81
87	87		MISS P	Q	Charli	87	87
61	61		LIGHTS OUT	Q	Mack 10	87	87
61	61		COMIN' FROM WHERE I'M FROM	Q	Anthony Hamilton	89	89
90	90		WHERE IS THE LOVE?	Q	Black Eye Peas	82	82
78	78		NAS' ANGELS... THE FLYST	Q	Nas	78	78
82	82		DON'T WANNA TRY	Q	Frankie J	80	80
97	97		TONITE, I'M YOURS	Q	21 Savage	93	93
89	89		CANDI BAR	Q	Keith Murray	93	93
89	89		WHEN YOU HEAR THAT	Q	Beavis Sigel	93	93
85	85		HAIL MARY	Q	50 Cent	93	93
94	94		BEWARE OF THE BOYS (MUNDIAN TO BACH KE)	Q	Pharrell	94	94
91	91		DREAM EYES	Q	As	91	91
92	92		YOU ALREADY KNOW	Q	H.A.W.K.	92	92
93	93		GHETTO MUSICK	Q	OutKast	93	93

Bandana Launches Multimedia Assault With Third Set

BY MARCELO FERNÁNDEZ BITAR

BUENOS AIRES—The past two years have taken Bandana—the girl group created by the first Argentine edition of “Popstars”—on a wild ride.

Snubbed by many critics and artists, the quintet nonetheless emerged as Argentina's best-selling act since 2001. Now, with the release of a third album and an accompanying film, Bandana's success shows no signs of slowing. And the group that critics once viewed as a flash in the pan is gaining new respectability.

The plot of the movie “Vivir Intentando” is not based on the “Popstars” show. Instead, it is a tale of how five girls with musical aspirations become friends and end up together in a pop band. To make things easier for their fans, the characters use real names: Lissie, Lissie, Lissie, Lissie, and Lissie.

Lissie says, “We first learned about the movie shortly after the release of our second album. We were so shocked and terrified [by the idea] that we secretly hoped our producers would forget about the whole project.”

Since its June 26 release in 70 theaters, “Vivir Intentando” has drawn more than 800,000 people. It is currently the third-highest-grossing film in Argentina, second only to “Finding Nemo” and “Terminator 3,” respectively.

“In a time where reality shows have reached a point of saturation, our goal was to consolidate the band's popular-

ity and show that they are true artists,” RGB Entertainment head Gustavo Yankelevich says. The company produced “Popstars” in Argentina and currently produces, promotes and manages Bandana.

“A movie was also the perfect vehicle to renew the enthusiasm [of fans] to see them perform live during their next national tour,” Yankelevich adds.

Roberto Pay, managing director of BMG Argentina—which releases Bandana's albums—says, “Making a movie with a pop artist [is] a proven formula.” He notes that the album, also called “Vivir Intentando,” was released one month before the movie and has already sold more than 60,000 units on newstands and at record stores. The album has been No. 1 on Argentina's sales lists for the past eight weeks. “With the movie enjoying so much success, we hope to double or even triple [those] sales,” Pay says.

The group's self-titled debut, released in 2001, was certified four-times platinum (160,000 units) by industry body CAPIF. Given Argentina's economic situation, that is an extraordinary number. Its sophomore effort, “Noche,” went three-times platinum, with 120,000 copies sold, according to CAPIF.

Hugo Bombieri, director of RGB's record division, says that the last

time a pop act hit the Argentine film screen was in the late 1970s. Then, Mario Kassar produced a series of movies featuring acts on the roster of his independent label, Microfon.

“Vivir Intentando” was filmed last January. It was directed by Tomas Yankelevich—Gustavo Yankelevich's son—and produced by RGB

and Patagonia Film Group. Buena Vista distributed the movie.

The film received additional support through a tie-in with McDonald's. Happy Meal boxes feature images of Bandana, and a contest offers such prizes as a chance to meet the band.

McDonald's marketing director Massimo Lorenza says, “We wanted to relate our brand with pop music, and Bandana was perfect because their target [market] is similar to ours. This is the first time that we have associated with a local artist.” The group is also lining up a promotion with Impulse perfume and deodorant.

Record producer/main composer Abi Venero says that the movie's songs were created independently from the film, although the recording process ran parallel to the film shoot. “The director overruled the songs and then decided which worked better in the script,” he says. “We then drew up a tight schedule, where each girl spent the days filming or recording.”

The members of Bandana started taking acting lessons late last year, after finishing a promo tour in Spain. According to Venero, they met the director and read the script with him, “giving our opinion about the dialogue to feel more comfortable and [make it] more realistic.”

In January, the group per-

formed two concerts for 80,000 fans at Vélez Stadium in Buenos Aires. The group has not performed since, but a tour will kick off this month.

The first single from the new album is “Sigo Dando Vueltas.” Although only a snippet is featured in the movie, the song is already enjoying heavy airplay and video rotation. Some tracks show the band exploring new musical directions, from reggae (“Canto Con Vos”) to blues (“Con Eso Tengo Seguro tu Amor”) and rock (“Que Pasa Con Vos”); other songs feature their trademark infectious pop.

Gustavo Yankelevich hopes the movie will continue to broaden the group's appeal outside Argentina.

“In theory, our strategy is to reach countries where their albums have already been released,” he says. “Even [to] release the movie as a vehicle to ignite enthusiasm for the local release of their albums. We will find out if this is feasible during the next months.”

Marketing and merchandising efforts aside, this Bandana boom is bringing the group newfound respect. Pay says that anyone who thinks of Bandana as a TV phenomenon is mistaken. “The girls have proved their talent and can only be seen as a band of true artists.”

Venero contends that there is a saturation of TV-born artists and that only a selected few will go as far as releasing a third album, as Bandana has done.

“These five girls are undoubtedly leading the pack of a new generation of pop artists in Argentina,” he says.



Giselle Returns To Merengue Base

After a long association with BMG U.S. Latin, pop/merengue singer Giselle has signed a three-album deal with Universal Music Latin. Giselle, who had been veering into pop territory, is planning to release an all-merengue album in the fourth quarter.

This comes even though merengue sales have been declining steadily during the past several years

and Giselle's last, mainly pop, album for BMG's “En Alma, Cuerpo, y Corazón” (2002) sold only 15,000 copies, according to Nielsen SoundScan.

“Merengue is her base,” says Eddie Fernández, VP of A&R for Universal Music Latin. “We believe that she'll sell much more with an all-merengue album.”

According to Fernández, a recent poll in Giselle's native Puerto Rico found that a majority of listeners prefer merengue to pop by a wide margin. If merengue is dead, he adds, “It's because no one is doing anything.”

Several years ago, Giselle—like Olga Tañón before her—decided to expand from the merengue base into pop in search of a wider audience. Now she has expressed her interest in returning to merengue. That makes her a good fit for Universal, according to label president John Echevarría.

“The polls show that Puerto Ricans want to listen to merengue, and Giselle wants to do merengue,” he says. “So [signing] her seemed an obvious choice.”

Although a producer for the album has not been chosen, Fernández says that recording will probably take place

in the Dominican Republic.

‘SUPER’ EXPOSURE. El Gran Silencio's “Super Riddim Internacional,” from the 2003 album “Super Riddim Internacional, Vol. 1,” will be featured in a Heineken TV campaign from August through December. The spot will air on Spanish-language TV and also on CBS during the Latin Grammy Awards. The same track is also featured in “Gigili,” the film featuring Jennifer Lopez and Ben Affleck.

CELIA ON TOP: As expected, Celia Cruz's last studio album, “Regalo del Alma,” is the Greatest Gainer on the *Billboard* Top Latin Albums chart, moving from 51-1. The album, released July 29, is one of a plethora of Cruz titles currently on the *Billboard* charts.

Also released July 29 is “Exitos Eternos” on Universal Music Latin. The compilation includes 14 tracks and a video of the song “Que Le Den Caridad.” The featured tracks—including “La Vida Es un Carnaval,” “La Negra Tiene Tumbao” and “Guantanamera”—were selected from Cruz's recently released albums on

Sony as well as from her previous BMG releases. “Exitos Eternos” will only be available for three years.

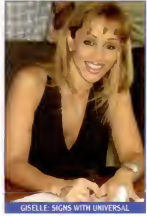
ENTERTAINING CARLOS: Singer/actor Carlos Ponce is the newest addition to TV show “Entertainment Tonight.” He will report on film, TV, music and fashion. This fall, Ponce will also have a role on the WB series “Th13ven.”

IN BRIEF: In a nod to the increasing popularity of reggaeton in the U.S., Madison Square Garden will host a massive Reggaeton Summerfest Aug. 9, featuring Tego Calderón as headliner in addition to Don Chino, Wisin & Yandel and Don Omar. The show is put together by Ralph Mercado Presents and NuLife Entertainment. Special guests include Victor Manuelle, Grupo Aventura, Daddy Yankee and Ivy Queen, among others. ... In related news, Daddy Yankee headlined his first major show Aug. 1 at Puerto Rico's Coliseo Roberto Clemente Stadium. Guest

Latin
Notas

by Leila Cobo
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acts included Omar, Hector & Tito, DJ Flaco and Meliandra. The performance was recorded and will be released as a live album later this year. ... Former UOT member Kalimba Marichal is working on his first solo project, which he described to Mexican newspaper *Reforma* as a mix of “funk, soul and R&B.” Marichal has been meeting with producers in Italy and will return there later in the year to record, according to published reports. ... Pez Aguilar kicks off his U.S. tour with the first of three performances Aug. 22 at Los Angeles' Kodak Theatre. Aguilar is scheduled to play seven more cities through Nov. 2.



AUGUST 16 2003		Billboard®		TOP LATIN ALBUMS™		LAST WEEK		WEEKS ON CHART		PEAK POSITION		LAST WEEK		WEEKS ON CHART		PEAK POSITION	
LAST WEEK	THIS WEEK	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	LAST WEEK	THIS WEEK	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	LAST WEEK	THIS WEEK	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
1	1	CELIA CRUZ	1	NUMBER 1/GREATEST GAINER	1	50	45	48	LA LEY	1	18	1	1	CELIA CRUZ	1	24	1
2	2	CELIA CRUZ	1	HOT SHOT DEBUT	1	51	24	40	CELIA CRUZ	1	24	2	2	CELIA CRUZ	1	24	2
3	3	CELIA CRUZ	1	Excito Enamor	2	52	47	38	VARIOUS ARTISTS	1	18	3	3	VARIOUS ARTISTS	1	18	3
4	4	CELIA CRUZ	1	Hito Mix	2	53	62	57	VARIOUS ARTISTS	1	18	4	4	VARIOUS ARTISTS	1	18	4
5	5	BRONCO: EL GIGANTE DE AMERICA	1	Siempre Arrriba	1	54	65	43	IBRAHIM FERRER	1	18	5	5	IBRAHIM FERRER	1	18	5
6	6	LOS TIGRES DEL NORTE	1	Hernandez Musical: 20 Cerdas Inolvidables	1	55	60	54	LOS REHENES/LOS ACOSTA	1	18	6	6	LOS REHENES/LOS ACOSTA	1	18	6
7	7	RICKY MARTIN	1	Almas Del Silencio	1	56	63	63	CHAYANNE	1	18	7	7	CHAYANNE	1	18	7
8	8	JUANES	1	Usa Dio Normal	2	57	64	59	HECTOR & TITO	1	18	8	8	HECTOR & TITO	1	18	8
9	9	AKYD	1	Proyecto Akid	2	58	65	59	VARIOUS ARTISTS	1	18	9	9	VARIOUS ARTISTS	1	18	9
10	10	CELIA CRUZ	1	La Negra Tiene Tumbao	5	59	66	59	SOKAY	1	18	10	10	SOKAY	1	18	10
11	11	CELIA CRUZ	1	30 Inolvidables	5	60	67	49	LOS ANGELES DE CHARLY	1	18	11	11	LOS ANGELES DE CHARLY	1	18	11
12	12	CELIA CRUZ	1	30 Inolvidables	5	61	68	49	CARDENALES DE NUEVO LEON	1	18	12	12	CARDENALES DE NUEVO LEON	1	18	12
13	13	PANCHO BARRAZA	1	Siempre Celia Cruz: Boleros Eternos	6	62	69	53	VARIOUS ARTISTS	1	18	13	13	VARIOUS ARTISTS	1	18	13
14	14	PANCHO BARRAZA	1	Las Romances De Pascho Barraz	12	63	71	54	JOSE FELICIANO	1	18	14	14	JOSE FELICIANO	1	18	14
15	15	DON OMAR	1	The Last Dos	2	64	72	67	VARIOUS ARTISTS	1	18	15	15	VARIOUS ARTISTS	1	18	15
16	16	LOS ANGELES AZULES/LOS ANGELES DE CHARLY	1	Encuentro De Angeles Vol. 1	7	65	73	58	ALEXANDRE PIRELS	1	18	16	16	ALEXANDRE PIRELS	1	18	16
17	17	MANA	1	Revolucion De Amor	1	66	74	59	PANCHO BARRAZA	1	18	17	17	PANCHO BARRAZA	1	18	17
18	18	BANDA EL RECODO	1	Nuestra Historia	5	67	75	60	EL COYOTE Y SU BANDA TIERRA SANTA	1	18	18	18	EL COYOTE Y SU BANDA TIERRA SANTA	1	18	18
19	19	MARCO ANTONIO SOLIS	1	To Amor O Te Desprezio	1	68	76	61	THALIA	1	18	19	19	THALIA	1	18	19
20	20	SOUNDTRACK	1	Frida	4	69	77	61	BANDA EL RECODO/BANDA MACHOS	1	18	20	20	BANDA EL RECODO/BANDA MACHOS	1	18	20
21	21	A.B. QUINTANILLA III PRESENTS KUMBIA KINGS	1	Encuentro De Tineas	2	70	78	62	RY COODER MANUEL GALBAN	1	18	21	21	RY COODER MANUEL GALBAN	1	18	21
22	22	GRUPO BRYNDIS/UBERACION	1	Encuentro Romantico	18	71	79	63	INDUSTRIA DEL AMOR	1	18	22	22	INDUSTRIA DEL AMOR	1	18	22
23	23	PALOMO/CONJUNTO PRIMAVERA	1	Encuentro De Tineas	2	72	81	61	LOS TUCANES DE TUCUANA	1	18	23	23	LOS TUCANES DE TUCUANA	1	18	23
24	24	CUISILLOS DE ARTURO MACIAS	1	Las Romances De Cuisillos	20	73	82	72	LOS ACOSTA	1	18	24	24	LOS ACOSTA	1	18	24
25	25	JOAN SEBASTIAN	1	Coleccion De Oro	14	74	83	60	ENRIQUE IGLESIAS	1	18	25	25	ENRIQUE IGLESIAS	1	18	25
26	26	THALIA	1	Thalia's Hits Remixed	7	75	84	62	GRUPO MONTEZ DE DURANGO	1	18	26	26	GRUPO MONTEZ DE DURANGO	1	18	26
27	27	LOS ORIGINALES DE SAN JUAN	1	La Mestizera	3	76	85	63	VARIOUS ARTISTS	1	18	27	27	VARIOUS ARTISTS	1	18	27
28	28	LOS PLAYERS	1	Ranchero De	26	77	86	64	CELIA CRUZ	1	18	28	28	CELIA CRUZ	1	18	28
29	29	SHAKIRA	1	Grandes Exitos	1	78	87	65	CELIA CRUZ	1	18	29	29	CELIA CRUZ	1	18	29
30	30	GRUPO BRYNDIS	1	Memorias	4	79	88	66	CELIA CRUZ	1	18	30	30	CELIA CRUZ	1	18	30
31	31	LOS HURACANES DEL NORTE	1	En El Tiempo	4	80	89	67	CELIA CRUZ	1	18	31	31	CELIA CRUZ	1	18	31
32	32	CONJUNTO PRIMAVERA	1	Nuestra Historia	4	81	90	68	CELIA CRUZ	1	18	32	32	CELIA CRUZ	1	18	32
33	33	VARIOUS ARTISTS	1	Las 30 Cumbias Mas Populares Vol. 2	21	82	91	69	CELIA CRUZ	1	18	33	33	CELIA CRUZ	1	18	33
34	34	INTOCABLE	1	La Historia	3	83	92	70	CELIA CRUZ	1	18	34	34	CELIA CRUZ	1	18	34
35	35	EL PODER DEL NORTE	1	Imaginate Six Ellos	13	84	93	71	CELIA CRUZ	1	18	35	35	CELIA CRUZ	1	18	35
36	36	BRONCO	1	30 Inolvidables	11	85	94	72	CELIA CRUZ	1	18	36	36	CELIA CRUZ	1	18	36
37	37	CAFE TABURA	1	Centro Cumbias	11	86	95	73	CELIA CRUZ	1	18	37	37	CELIA CRUZ	1	18	37
38	38	SAMUEL HERNANDEZ	1	Jesus Siempre Llega A Tiempo	36	87	96	74	CELIA CRUZ	1	18	38	38	CELIA CRUZ	1	18	38
39	39	LOS TEMERARIOS/LOS BUKIS	1	30 Inolvidables	1	88	97	75	CELIA CRUZ	1	18	39	39	CELIA CRUZ	1	18	39
40	40	SELENA	1	One's	4	89	98	76	CELIA CRUZ	1	18	40	40	CELIA CRUZ	1	18	40
41	41	OSIE BERNARDEZ	1	Confesiones	39	90	99	77	CELIA CRUZ	1	18	41	41	CELIA CRUZ	1	18	41
42	42	LOS FREDDY'S	1	30 Inolvidables	21	91	100	78	CELIA CRUZ	1	18	42	42	CELIA CRUZ	1	18	42
43	43	KILATES	1	Segunda Impacto	25	92	101	79	CELIA CRUZ	1	18	43	43	CELIA CRUZ	1	18	43
44	44	EROS RAMAZOTTI	1	8 (Spanish Version)	30	93	102	80	CELIA CRUZ	1	18	44	44	CELIA CRUZ	1	18	44
45	45	ANTONIO AGUILAR	1	Con Tumbora	39	94	103	81	CELIA CRUZ	1	18	45	45	CELIA CRUZ	1	18	45
46	46	LA OREJA DE VAN GOGH	1	La Que Te Tanto Muestran Te Necesita La Dama	42	95	104	82	CELIA CRUZ	1	18	46	46	CELIA CRUZ	1	18	46
47	47	PEPE AGUILAR	1	Coleccion De Oro	31	96	105	83	CELIA CRUZ	1	18	47	47	CELIA CRUZ	1	18	47
48	48	DAVID BISBAL	1	Corazones Latins	43	97	106	84	CELIA CRUZ	1	18	48	48	CELIA CRUZ	1	18	48
49	49	LOS ANGELES AZULES	1	Almas Al Mundo	6	98	107	85	CELIA CRUZ	1	18	49	49	CELIA CRUZ	1	18	49
50	50	RICARDO ARJONA	1	Santa Pascua	3	99	108	86	CELIA CRUZ	1	18	50	50	CELIA CRUZ	1	18	50
51	51	PEPE AGUILAR	1	Y Tumbora Dos Vez	1	100	109	87	CELIA CRUZ	1	18	51	51	CELIA CRUZ	1	18	51

Airplay monitored by  Nielsen
 Broadcast Data System

LAST WEEK		THIS WEEK		Singles		Albums		Artist	
TITLE				PRODUCER (SONGWRITER)		IMPRINT/PROMOTION LABEL		FAIR	
				 NUMBER 1 		3 Weeks At Number 1		Joneses With Nelly Furtado	
1	2	3	4	FOTOGRAFIA LA FOTOGRAFIA DE LA VIDA				Mercedes Santana SONY MUSIC	
2	3	1	2	TU AMOR O TU DESPRECIO LA VIDA ES UNA BOLA				Mercedes Santana SONY MUSIC	
3	4	5	6	UN SIGLO SIN TI				Cheyenne SONY MUSIC	
4	5	7	8	ACTOS DE UN TONTO ACTOS DE UN TONTO				Conquistador PREMIERA	
5	6	9	10	TAL VEZ LA VIDA ES UNA BOLA				Ricky Martin SONY MUSIC	
6	8	6	7	PUEDEN CONTAR CONMIGO LA VIDA ES UNA BOLA				La Dinos de Van Gogh SONY MUSIC	
7	5	1	3	QUÉTEMOS LA ROPA LA VIDA ES UNA BOLA				Alejo Delgado SONY MUSIC	
8	16	9	11	SE ME OVIUDO TU NOMBRE LA VIDA ES UNA BOLA				Shalini DISNEY MUSIC	
9	12	11	13	SUELTALO LA VIDA ES UNA BOLA				Milla SONY MUSIC	
10	9	20	14	MARIPOSA TRAICIONERA LA VIDA ES UNA BOLA				Mama SONY MUSIC	
11	12	10	15	YA NO ES IGUAL LA VIDA ES UNA BOLA				Frankie J SONY MUSIC	
12	13	10	12	LLORARE LAS PENAS LA VIDA ES UNA BOLA				David Bisbal SONY MUSIC	
13	1	9	1	JALEO LA VIDA ES UNA BOLA				Ricky Martin SONY MUSIC	
14	16	23	17	MINUTOS LA VIDA ES UNA BOLA				Ricardo Arjona SONY MUSIC	
15	7	1	5	CASI LA VIDA ES UNA BOLA				Sorely SONY MUSIC	
16	11	7	10	QUE GANAS LA VIDA ES UNA BOLA				Ricardo Montaner SONY MUSIC	
17	21	1	1	ESTOY A PUNTO LA VIDA ES UNA BOLA				Birocco SONY MUSIC	

🔊 GREATEST GAINER 🔊

19	29	40	TE REGALO MI TRISTEZA	Los Temerarios	18
20	29	41	ANTES	Olivia Bermudez	19
21	29	42	MI VIDA SIN TI	Los Temerarios	18
20	20	22	HOY EMPIEZA MI TRISTEZA (LA TRISTEZA)	Grupo Montón De Osmayo	20
21	20	23	RIE Y LLORA	Celia Cruz	21
22	20	24	EMPIEZA A LLORAR	Los Temerarios	18
22	26	37	VIVE LA VIDA	Area 305	26
23	26	38	MI VIDA SIN TI	Los Temerarios	18
23	28	14	SI TE DUELO	Gilberto Santa Rosa	28
24	28	15	MI VIDA SIN TI	Los Temerarios	18
24	28	16	ACA ENTRE NOS	Bonfide El Record	28
25	28	17	TE VAS ALEJANDO	El Crypso Y Su Banda Trío Sabor A Jaleba	28
26	21	19	ME FALTA VALOR	El Crypso	21
27	22	16	UNA EMOCION PARA SIEMPRE	Enseñame A Volar	22
28	27	30	MI VIDA SIN TI	Los Temerarios	18
28	27	30	EL DESO DE TI	Enseñame A Volar	22
29	27	31	NO PODIAS	Osmani Romo With Jennifer Peña	27
30	39	31	ANAMÉ	Dagoberto	39
31	31	25	QUEDATE CALLADA	Alexandro Peña	31
32	31	26	MI VIDA SIN TI	Los Temerarios	18
33	31	27	ME PONES SEÑOR	Jorge Luis Calzadilla	31
33	37	47	YA NO ERES EL MISMO	Thaís Feringhetti	37
34	35	39	EL SINVERGUERO	Rocío	35
35	43	38	MUY A TU MANERA	Los Tucanes De Tijuana	43
36	43	39	MI VIDA SIN TI	Los Tucanes De Tijuana	43

HOT SHOT DEBUT

[illegible]

Compiled from a national sample of survey supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 98 stations (38 Latin Pop, 15 Tropical, 15 Regional Mexican) are electronically monitored 24 hrs. a day, 7 days a week. Songs ranked by Audience Impressions.  indicates growing or increase in audience over the previous week, regardless of chart movement. A record which has been on the chart for more than 26 weeks will generally not receive a bubble, even if it shows an increase in audience. Greatest Gemma indicates song with largest audience growth. If two records are tied in audience size, the record being played will be placed first. Records below the top 26 are re-ranked from the chart after 26 weeks. * Videoclip availability. ©2003, NPD Business Media.

LATIN POP AIRPLAY

Airplay monitored by  Nortel
Broadband Data
Systems

TITLE		ARTIST		TITLE		ARTIST	
WEEK	DATE	TITLE IMPRINT/PROMOTION LABEL	ARTIST	WEEK	DATE	TITLE IMPRINT/PROMOTION LABEL	ARTIST
1	10/10/19	1. PEGATONA	JAMES WITH HELLY PURDIE	21	12/12/19	21. TRESAUX M TRESAUX	LOS TRESAUX
2	10/17/19	2. EL DINO DEL TIU	CHAYANE	22	12/24/19	22. MI AMIGO	MI AMIGO
3	10/24/19	3. PUEDES CANTARLO CHERNO	LA UNICA UNICA	23	1/7/20	23. EL MUNDO DE LA LEY	EL MUNDO DE LA LEY
4	10/31/19	4. TOL ME	ROBY MARIN	24	1/14/20	24. TOL ME	ROBY MARIN
5	11/7/19	5. TU AMOR ES TU DESPRECIO	MARCOS BASTOLOS BROS	25	1/21/20	25. TU AMOR ES TU DESPRECIO	JOSE LOPEZ
6	11/14/19	6. MANIPULIA TENDENCIA	MANIA	26	1/28/20	26. MI AMOR ES EL MUNDO	MI AMOR
7	11/21/19	7. SIEMPRE	MILO	27	2/4/20	27. TAPATU PATA DE TU QUERIDO	ALONSO
8	11/28/19	8. EL MUNDO DE LA LEY	MILO	28	2/11/20	28. MANIPULIA TENDENCIA	MANIPULIA
9	12/5/19	9. EL MUNDO DE LA LEY	MILO	29	2/18/20	29. EL MUNDO DE LA LEY	MILO
10	12/12/19	10. EL MUNDO DE LA LEY	MILO	30	2/25/20	30. EL MUNDO DE LA LEY	MILO
11	12/19/19	11. EL MUNDO DE LA LEY	MILO	31	3/4/20	31. EL MUNDO DE LA LEY	MILO
12	12/26/19	12. EL MUNDO DE LA LEY	MILO	32	3/11/20	32. EL MUNDO DE LA LEY	MILO
13	1/2/20	13. EL MUNDO DE LA LEY	MILO	33	3/18/20	33. EL MUNDO DE LA LEY	MILO
14	1/9/20	14. EL MUNDO DE LA LEY	MILO	34	3/25/20	34. EL MUNDO DE LA LEY	MILO
15	1/16/20	15. EL MUNDO DE LA LEY	MILO	35	4/1/20	35. EL MUNDO DE LA LEY	MILO
16	1/23/20	16. EL MUNDO DE LA LEY	MILO	36	4/8/20	36. EL MUNDO DE LA LEY	MILO
17	1/30/20	17. EL MUNDO DE LA LEY	MILO	37	4/15/20	37. EL MUNDO DE LA LEY	MILO
18	2/6/20	18. EL MUNDO DE LA LEY	MILO	38	4/22/20	38. EL MUNDO DE LA LEY	MILO
19	2/13/20	19. EL MUNDO DE LA LEY	MILO	39	4/29/20	39. EL MUNDO DE LA LEY	MILO
20	2/20/20	20. EL MUNDO DE LA LEY	MILO	40	5/6/20	40. EL MUNDO DE LA LEY	MILO

TROPICAL AIRPLAY

Asurvey monitored by Norfolk Southern
Groundwater Data
Systems

[illegible]

REGIONAL MEXICAN AIRPLAY

Surgery provided by **N** **Pinelawn**
Brownsville, Ohio
Sweeney[illegible]



PHOTO: MARIO PARRON/RETNA

Eight-times Gold. During a ceremony in Miami, Spanish singer David Bisbal received eight gold albums for shipments of his album "Corazón Latino." The awards signified the singer's gold status in Mexico, Venezuela, Colombia, Chile, Argentina, Central America, Ecuador and the U.S. Pictured, from left, are Universal Music Central America managing director Manuel Peña; Universal Music Venezuela, Colombia, Ecuador and Peru managing director Camilo Mueña; Universal Music Latin America and Iberian Peninsula chairman Jesus Lopez; Bisbal; Universal Music Latino president John Echevarria; and Universal Music Latino senior VP of marketing and A&R Walter Kohn.

Los Tigres Go Live On DVD

BY HOWELL LLEWELLYN

MADRID—Univision Music Group accompanied Los Tigres del Norte on an eight-date tour of Spain between July 17-28 to record an upcoming DVD titled "Los Tigres Live in Spain."

Slated for release in 2004, it will be the band's first full-length DVD.

Live excerpts will be selected from the Tigres' Madrid and Valencia appearances, along with backstage footage.

The DVD will also contain interviews, including one with Arturo Pérez-Reverte, the Spanish novelist who wrote "La Reina del Sur," the book inspired by the Tigres song "Contrabando Y Tráición."

In return, the *narcocorrido* band named its latest album, released last year, after the book.

The Univision team is led by VP of international Peggy Dold. She said she was amazed to see a band who knew the words to every song and who requested a total of 49

songs at the band's Pirineos Sur concert in the foothills of the Pyrenees mountains.

"This is only Los Tigres' second visit to Spain," she says. "They came here last year for the first time and have a hardcore following."

Nortño music, the regional Mexican genre Los Tigres plays, is relatively unknown in Spain. But the group's music gained momentum with Pérez-Reverte's book. The writer is one of the country's best-selling authors.

nández as Zapata and also features singers Lucero and Jaime Camil. Filming will last nine weeks.

TERESA AGUILERA

In Panama: Singer/actor/politician Rubén Blades has released a new CD through his Web site, rubenblades.com. The project features tracks by Boca Livre (from Brazil), Eric Rügler, Luha Mason, Panama rock band San Miserables and Costa Rica's Editus Ensemble, which was featured on Blades' Latin Grammy Award-nominated album, "Mundos." On the Web site, Blades tells fans that they can download the album for free, but they may make a monetary contribution if they wish... Sales of pirated Celia Cruz albums have soared alongside those of legitimate copies since her death last month. "Her albums are now the most popular among the pirates," says Panama's vice minister of education, Adolfo Linares, whose office has a division dedicated to protecting intellectual property in Panama. According to Linares, recent seizures of pirated products have included albums by Cruz, Rubén Blades, Gilberto Santa Rosa and local folk and reggae acts. In other Celia Cruz news, colleagues Santa Rosa, Victor Manuel, Oscar D'León, Andy Montañez, Tito Nieves, Ismael Miranda and La India played a tribute concert Aug. 6 at Panama City's Centro de Convenciones Figliani.

ANASTACIO PUERTAS CAICEDO

América Latina

NEWS FROM SOUTH OF THE BORDER

In Colombia: French music retailer Forum has opened its first store here, in Bogotá. The concept is similar to that of Forum in France, which sells music and books. Forum Bogotá stocks 10,000 titles—mostly classical music and jazz—1,200 DVDs and a wide variety of books in Spanish and French. The chain plans to open an outlet in Medellín, Colombia's second-largest city, within three months, and after that, one each in Cali and Barranquilla. According to Forum Colombia CEO Harold Bastidas, Forum's next step will be to organize a series of weekly music and literary events on Wednesdays, beginning this month at the Colombia outlet. Bastidas, a 29-year-old music lover, also owns record distributor Sport Music-Forum. The company has an indie label that has released albums by folk diva Petrona Martínez and electronic band Diva Gash, among others. Bastidas says his Wednesday parties are "a way of letting our clients know this is more than just a business." That message is also enforced in the store's look. Forum features comfy sofas, sound equipment and TVs so customers can sit back, sip their coffee, watch their favorite DVDs and listen to music.

GUSTAVO GOMEZ

In Mexico: After a year of planning, director Alfonso Arau ("Like Water for Chocolate") has started shooting "Zapata." The movie stars Alejandro Fer-

Ultra Records Pumps Up Volume

In the July 5 issue, we mentioned that the trio L.I.V. was shopping a single, "Journey of Love." Well, we're happy to report that the act has signed on the dotted line with Ultra Records.

L.I.V.—short for *Life in Intense Volume*—comprises New York-based songwriter/producer Ellis Miah, singer/actress Natasha

Tabandera and Los Angeles-residing songwriter/producer Jody den Broeder.

Days after the signing, Ultra senior director of A&R David Waxman contacted

Billboard to say thanks for mentioning the song in Beat Box.

"Ellis had shipped me the track a few weeks prior, but I completely overlooked it while we moved offices," he notes.

"Journey of Love" marks the trio's debut appearance on the label's "Ultra.Dance 04" compilation, due Aug. 26. A commercial single, complete with remixes, is scheduled for October.

SOUNDS PROFUND: It has been four years since Philadelphia-based

Alvarado's "Auburn."

Second, the new CD includes a bonus disc (containing both audio and video content); highlights include studio footage and an interview with Wink, who has been tapped to remix "Send Your Love," the lead single from Sting's forthcoming album, "Sacred Love."

Beat Box

By Michael Paoletta
mpaoletta@billboard.com



LAUNCHING PAD: Detroit DJ/producer Urban Kris and WDRQ Detroit mixers and DJs Scroggs have formed Mixed Signal Records.

The label debuts with three singles: Static Revenger Presents the Mullet Men's "Long Time," Static Revenger's "Breathless" and 29 Palm's "I Don't Care."

The highlight of the bunch is "Long Time," which references a Boston song. The incredibly irresistible, radio-primed track, produced by Dennis White, has been championed by numerous DJs, including Fatboy Slim.

ROLLING REMIXES: Great news for Rolling Stones fans and dance/electronic enthusiasts. Decca/ABKCO will release remixes of the Rolling Stones' "Sympathy for the Devil" Sept. 16.

The classic track—with restructuring by Fatboy Slim, the Neptunes and Full Phatt—arrives as a multi-layer SACD hybrid edition. The seven club mixes on this disc will be playable on standard

stereo systems and on SACD players in both stereo and 5.1 versions.

ON THE AIR: DJ/producer Barry Harris, half of Thunderpussy, has a new mix show on XM Satellite Radio. His show is part of the "Massive Mix," which airs every Saturday night on the BPM channel (81).

Harris' program airs at midnight EST, with an encore presentation at 9 p.m. EST Wednesdays.



DJ/producer Josh Wink's last CD, "Profound Sounds Vol. 1." Follow-up "Profound Sounds 2" arrives Aug. 12.

Issued by Ovum/System Recordings, the second volume differs from its predecessor in two major ways.

First, Wink personally edited each track prior to mixing the set live. In this way, he offers new versions of tracks like UK Gold's "Confined" and David

Billboard® HOT DANCE MUSIC.

Club Play

Chart	LAST	WEEKS	TITLE	ARTIST & RECORD LABEL/PRODUCTION CREDITS	Artist
				🎵 NUMBER 1 🎵	2 Weeks At Number 1
1	2	4	PAVEMENT CRACKS (REMIXES)	🇵🇷 JAY-Z	Amia Linn
2	1	6	HOLLYWOOD (REMIXES)	🇵🇷 JAY-Z / JAY-Z / JAY-Z	Melvin
3	11	1	ADDICTED	🇵🇷 JAY-Z / JAY-Z	Mia
4	13	22	SUNRISE (LOVE TO INFINITY & ATFC REMIXES)	🇵🇷 JAY-Z / JAY-Z	Simply Red
5	8	16	I WISH I WASN'T REMIXES)	🇵🇷 JAY-Z / JAY-Z	Heather Headley
6	7	12	DON'T MAKE ME COME TO VEGAS (TIMO MAAS REMIXES)	🇵🇷 JAY-Z / JAY-Z	Tori Amos
7	3	13	DIRTY STICKY FLOORS (JUNJIE XL, PASSENGER, LENOX AVE. MIXES)	🇵🇷 JAY-Z / JAY-Z	Dave Gahan
8	14	1	BRASS IN POCKET	🇵🇷 JAY-Z	Ultra Naté
9	15	20	BUCCI BAG (P. RAUNOHER, R. H. VISSION, & J. VICIOUS MIXES)	🇵🇷 JAY-Z / JAY-Z	Andrea Doria
10	14	19	TALK 2 ME	🇵🇷 JAY-Z / JAY-Z	K. Xian Featuring Kianan
11	16	18	FOR THE MUSIC (T. STONE, F. MONTEZ, GUBBO, V. CALDERONE MIXES)	🇵🇷 JAY-Z / JAY-Z	Colourful Games Featuring Sirin
12	18	27	HAREN (MAMU LEMHANE & HOOBIE V. REMIXES)	🇵🇷 JAY-Z / JAY-Z	Search Brothers
13	11	7	INTUITION (REMIXES)	🇵🇷 JAY-Z	Jewel
14	1	1	ALRIGHT	🇵🇷 JAY-Z / JAY-Z	Mark (Dscar G. & Ralph Felcos)
15	19	25	MORNING STAN (THUNDERPUSSY, THICK DICK, 29 PALMS MIXES)	🇵🇷 JAY-Z / JAY-Z	Cooler Kids
16	5	4	MUSIC REVOLUTION	🇵🇷 JAY-Z	The Scumfrog
17	25	29	477 STRINGS	🇵🇷 JAY-Z	Kurtis Mastrorick Presents Chameleon
18	12	9	AFTER ALL	🇵🇷 JAY-Z	Delirium Featuring Jal
19	21	23	WHENEVER THE MEMORIES	🇵🇷 JAY-Z	July Wyley
20	31	46	CRAZY IN LOVE (J. YASQUEZ & M. JOSHUA MIXES)	🇵🇷 JAY-Z	Benyone
				🎵 POWER PICK 🎵	
21	29	27	MY TIME	🇵🇷 JAY-Z	Dutch Featuring Crystal Waters
22	17	5	REAL LOVE	🇵🇷 JAY-Z	Delahou Gogor
23	32	3	FANATIC (REMIXES)	🇵🇷 JAY-Z	Vivian Green
24	26	31	OFFICIALLY MISSING YOU (REMIXES)	🇵🇷 JAY-Z	Tamara
25	9	8	SO GONE (SCUMFROG MIXES)	🇵🇷 JAY-Z	Monica
26	24	17	SIMPLY BEING LOVED (SONNAMBULIST)	🇵🇷 JAY-Z	BT
27	32	38	YOU SPIN ME ROUND (REMIXES)	🇵🇷 JAY-Z	Deaf / Or Alive
28	31	37	INTO THE SUN	🇵🇷 JAY-Z	Weekend Flyers
29	20	10	I DO (CHIRSE THE GREEK & ORANGE FACTORY MIXES)	🇵🇷 JAY-Z	Tim Aris
30	24	26	MEDICINE	🇵🇷 JAY-Z	DJ Mike Cruz Presents Chyris R. & Stacy B.
31	35	40	YOU CAN FIND THE HEART	🇵🇷 JAY-Z	Ananda Project Featuring Neala Hitchcock
32	39	47	BLINDSIDED (DANCE MIXES)	🇵🇷 JAY-Z	Lucy Woodward
33	31	33	APPRECIATE ME (P. RAUNOHER & A.L. RICH MIXES)	🇵🇷 JAY-Z	Amos Featuring Shady Body
34	33	33	TREMBLE (MOREL, STIFFY/DAVENPORT, M. CRUZ, D. DUBIOUS MIXES)	🇵🇷 JAY-Z	Clay Quill
35	12	46	WHITE HORSE	🇵🇷 JAY-Z	The Orange Factory
36	34	28	LET ME BE YOUR ANGEL	🇵🇷 JAY-Z	Krista
37	44	1	SINNERMAN (PELIX DA HOUSECAT MIX)	🇵🇷 JAY-Z	Sims Simon
38	43	1	I WANT YOU (PABLO FLORES REMIX)	🇵🇷 JAY-Z	Thalia Featuring Pink J
39	20	24	BANG ON	🇵🇷 JAY-Z	Purple Kitty Featuring Latesha Waters
40	40	39	I AM WHAT I AM (DANCE MIXES)	🇵🇷 JAY-Z	Linda Eder
41	40	39	FURIOUS ANGRYS	🇵🇷 JAY-Z	Big Daddys
42	30	25	I DON'T WANNA STOP	🇵🇷 JAY-Z	ATB
				🎵 HOT SHOT DEBUT 🎵	
43	23	15	WE CAN (REMIXES)	🇵🇷 JAY-Z	Lekana Simon
44	23	15	I'M GLAD (P. OAKENFORD, FORD, & HURK MIXES)	🇵🇷 JAY-Z	Joanell Jolley
45	41	1	ALL I WANT	🇵🇷 JAY-Z	Gardner
46	26	21	FEEL GOOD TIME (HORIS & BECK REMIXES)	🇵🇷 JAY-Z	Pink Featuring William Ortiz
47	26	21	EASY	🇵🇷 JAY-Z	Grease Ananda Featuring Samuele Ananda
48	26	21	SE ME OLVIDO TU NOMBRE (TRACY YOUNG MIXES)	🇵🇷 JAY-Z	Sharon
49	26	21	DON'T WANNA TRY (A.L. B. RICH REMIXES)	🇵🇷 JAY-Z	Frankie J
50	26	21	PLAY YOUR PART (REMIXES)	🇵🇷 JAY-Z	Deborah Cox

Dance Singles Sales

Chart	Week	Title	Artist
		4 WEEKS AT NUMBER 1	
1	2	HOLLYWOOD (REMIXES) EMINEM REMIXES 1	Madonna
2	1	I'M GLAD (REMIXES) UNC REMIXES 1	Jennifer Lopez
3	3	OFFICIALLY MISSING YOU (REMIXES) UNC REMIXES 1	Tina Turner
3	4	THROUGH THE RAIN (HEX/MAC/QUA'S REMIX) HEX/MAC/QUA'S REMIX	Marcel Gray
2	2	STUCK (THUNDERPUSS REMIX) THUNDERPUSS REMIX	Stacie Orrico
5	5	THE DISTRICT SLEEPS ALONE TONIGHT SLURP REMIX	The Postal Service
7	7	CRAZY IN LOVE (J. VASQUEZ & M. JOSHUA MIXES) QUEENIE BROWN MIXES	Beyoncé
6	6	ALL NIGHT LONG ANTWERP REMIX	Seduction With Sandler
10	10	INTUITION (REMIXES) ATLANTIC REMIX	Jewel
8	8	IF YOU'RE NOT THE ONE (REMIXES) GLAND REMIXES	Daniel Bedingfield
11	12	NEVER (PASTE REMIXES) TONY B & MICKY 100 REMIX	The Roc Project Featuring Tine Arnes
12	11	AMERICAN LIFE (REMIXES) AMERICAN REMIXES	Madonna
9	9	BEWARE OF THE BOYS (MUNDIAN TO BACH KE) SEQUENCE REMIX	Pasquale MC
13	16	TOUR DE FRANCE 2002 ATLANTIC REMIX	Kerouac
14	14	NOTHING BUT YOU HEX REMIX	Poel Van Dyk Featuring Hemoctet & Jennings
15	13	CRY ME A RIVER (DITTY VEGAS, J. FIASCO, & B. HAMEL MIXES) HEX REMIX	Justin Terrence
16	15	ONE DAY AFTER DAY (REMIXES) HEX REMIXES	Madonna
17	17	A LITTLE LOUDER LOU LOUD REMIX	Blaise Brown
16	18	DIRTY STICKY FLOORS (REMIXES) ATLANTIC REMIXES	Dawn Seals
18	15	TIME (JUNIOR VASQUEZ REMIX) ATLANTIC REMIX	Proclaimers
19	19	NO LETTING GO (B-SMOOVE, FORD, A.L. & N. COTTO MIXES) ATLANTIC REMIX	Wayne World
21	20	ALONE REBORN REMIX	Leano
24	19	BUCCI BAG 2000 REMIX	Andrew Davis
22	21	I WANT YOU (PABLO FLORES REMIX) HEX REMIXES	Thalia Featuring Fat Joe
25	—	ALIVE (THUNDERPUSS REMIX) UNC REMIXES	Jennifer Lopez

* Titles with the greatest sales or club play increases this week. Power Price on Club Play is awarded for the largest point increase among singles below the top 25. The Club Play chart is compiled from a national sample of reports from club DJs. † Whereby availability. Catalog number is for vinyl max-single, or CD max-single, or CD single respectively, based upon availability. In Sales chart: (C) CD Single available (C) CD Max-Single available (V) Vinyl Max-Single available (Cass) Cassette Max-Single available

AUGUST 16
2003 **Billboard**® **TOP ELECTRONIC ALBUMS**™[illegible]AUGUST 16
2003 **Billboard** **HOT DANCE BREAKOUTS**

Club Play

1	GET IT TOGETHER (REMIXES) Seal WARRIORBROS
2	I NEED YOU (REMIXES) Dove Gahan ADJUTANT
3	LONG WAY HOME ATB PRODIGAL
4	SHELTER Ann Nesby IT'S TIME CHILD
5	A BETTER WORLD ...

Dance Singles Sales

1	DESTROY SHE SAID Circ RADICAL
2	I AM WHAT I AM (DANCE MIXES) Linde Eder ATLANTIC
3	I DON'T KNOW Erika RADICAL
4	IN MY MIND Anatouren SHVOH.DEEP DIS
5	ROCK & ROLL MACHINE

Breakouts: Titles with future chart potential, based on club play or sales reported this week. © 2002, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

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Paisley Enjoys His 'Celebrity' Status

BY DEBORAH EVANS PRICE

NASHVILLE—The view from the top can be quite sweet. Just ask Brad Paisley.

Fueled by hit single "Celebrity" and a slot on Brooks & Dunn's successful *Neon Circus & Wild West Show* tour, Paisley's new album, "Mud on the Tires," debuted at No. 1 on the Top Country Albums chart and at No. 8 on the Billboard 200 last issue.

The set sold more than 85,600 units the first week. This week it adds 41,000 to that tally and stands at No. 1 on the Top Country Albums chart. This is Paisley's first No. 1 album.

"It was nice to see people buy so many of them; that's a thrill for me," says Paisley, who notes that the album was a natural progression. "It wasn't like I changed direction," he stresses. "It feels like it's a steady build as opposed to some strange fluke."

Indeed, Paisley's career has been steadily gaining momentum. His 1999 *Arista Nashville* debut, "Who Needs Pictures," peaked at No. 13 on the Top Country Albums chart, while his sophomore effort, "Part II," peaked at No. 3 in 2001. His previous releases were propelled by such chart-topping singles as "He Didn't Have to Be," "We Danced," and "I'm Gonna Miss Her (The Piano Song)."

But "Celebrity," a tongue-in-cheek social commentary on reality shows and pop culture, has thrust Paisley's career into an orbit. "It was completely different than anything I had ever recorded before, and it's timely," Paisley says of the song, which is at No. 3 this issue. "It just seemed to point to being the right first single." The 30-year-old West Virginia native says the "Celebrity" video—which features appearances by William Shatner, Jason Alexander,

Jim Belushi, Little Jimmy Dickens and TV's "Bachelorette" Trista Rehn—was a valuable tool in exposing the single.

In addition to the usual country video outlets—CMT and Great American Country—the clip aired on "Entertainment Tonight," "Access Hollywood" and CNN.

"We did get some [outlets] that normally don't even play videos at all," Arista Nashville director of marketing and artist development Cindy Mabe says, "but considering what's going on with reality TV and what the culture's become, it was more relevant."

Mabe believes that exposure helped fuel sales in Chicago, Washington, D.C., and Philadelphia, which are usually not considered country music's strongest markets. The album also received exposure through a radio special that aired on more than 400 stations.

JOINING THE CIRCUS

Paisley, who is booked by the William Morris Agency and managed by Jimmy Gilmer, increased his fan base with a stint on the *Neon Circus* tour. "Touring with Brooks

& Dunn this year has been a really big factor in reaching a lot of new people," says Paisley, who has been performing several songs from "Mud on the Tires" on the tour dates.

"Being an act on that tour has introduced me to a lot of people that maybe were aware of me but didn't necessarily own any albums of mine before. Brooks & Dunn are really accommodating. They would let me have full use of the video screen and, during 'Celebrity,' we'd play the video along with the song."

The video was tagged at the end with the album's release date. "All those kinds of things help," he says. Handelman's country product manager, Kerry Fly, says the main factor spurring sales of Paisley's album is the music. "His songs are impacting radio and the consumers," says Fly, whose initial order of "Mud on the Tires" was 65,000. Handelman sold 18,508 units the first week. "I expect this album to have great legs, like his others."

During the week of release, Paisley did an in-store at a Kmart in St. Clairsville, Ohio (near his West Virginia hometown), that resulted in the sale of more than 2,100 CDs—and he autographed every one of them. Scott Sellers, regional product manager for Handelman, says it was the company's most successful in-store, surpassing a Toby Keith event held last year in the Los Angeles market by 200 units.

FROM COMEDY TO TRAGEDY

Produced by Frank Rogers, "Mud on the Tires" features 17 tracks that run the gamut from the light-hearted "That's Love," which features Belushi and Dan Aykroyd, to a duet with sitcom co-creator William Shatner on a dark ballad penned by Bill Anderson and Jon Randall. Vince Gill joins Paisley on "Hold Me in Your Arms (And Let Me Fall)."

"Spaghetti Western Swing" is an instrumental collaboration with Redd Volkaert, one of Paisley's guitar heroes, that is prefaced with a humorous hit by Dickens, Anderson and George Jones. There's also a cover of the Vern Gosdin hit "It Is Raining at Your House?" Paisley rounds out the album with the gospel standard "Farther Along."

Paisley wrote or co-wrote 10 cuts and displays his impressive guitar prowess on every track. "Even though I played the guitar on those earlier records, I really felt like a session player," he says. "On this album, I set out to go too far on purpose. I wanted to make the guitar playing more interesting."

Literally, he says the album contains a lot of realism, especially when it comes to the topics of love and relationships. "I've realized that [marriage] is better than divorce. It's a whole lot, and it's also different," says Paisley, who married actress Kimberly Williams in March. "A lot of these songs came from that place."



PAISLEY, PURPOSELY GOING TOO FAR

New Merle Haggard Album Launches Hag Records

Country music legend Merle Haggard has formed his own label, Hag Records, which will release his new album, "Haggard Like Never Before," Sept. 30.

Industry veteran Tom Thacker is president of the new Nashville-based label. Thacker, a former manager and producer of Glen Campbell, Ike & Tina Turner and others, worked with Haggard as a consultant for three years prior to the launch of Hag.

Hag is distributed in North America by Nashville-based Compendia Music Group.

"Haggard Like Never Before" includes nine new Haggard songs and two albums, including the nationally televised "Reno Blues (Philadelphia Lawyer)," which Haggard recorded as a duet with Willie Nelson.

son. The album's first single, "That's the News," which criticizes the media's coverage of the war in Iraq, has been sent to radio.

Haggard will launch a 21-date tour Aug. 22 at Big Sandy Superstore Arena in Huntington, W.Va.

Nashville Scene

By Phyllis Stark
pstark@billboard.com



HONORED: Floyd Cramer and Carl Smith have been selected as this year's inductees into the Country Music Hall of Fame. Formal induction will take place during the nationally televised Country Music Assn. Awards Nov. 5 in Nashville. Inductees are chosen by the more

than 300 appointed members of the CMA's Hall of Fame panel of electors.

Cramer, who died in 1997, made his first record for Abbott Records in 1953. He later moved to Nashville, where his piano playing made him a sought-after session musician for such artists as Elvis Presley, Patsy Cline and Roy Orbison.

He signed with RCA Records in the late '50s as an instrumental act and charted five singles on the *Billboard* country singles chart. His biggest hit was a 1961 cover of Bob Wills' "San Antonio Rose," which peaked at No. 8. Smith was a consistent hitmaker in the '50s and '60s, landing 93 songs on the country singles chart as well as two No. 1 hits, including "Are You Teasing Me," "Hey Joel" and "Loose Talk." He recorded for Columbia for most of his career.

As an actor, Smith appeared in two Western films and later co-hosted ABC-TV's "Four Star Jubilee."

CASH IS KING: Johnny Cash tops the nominations for the Americana

Music Assn.'s Americana Awards, set for Sept. 19 in Nashville. Cash received three nominations, including for *King of the Year*.

Kathleen Edwards, Alison Krauss and Lucinda Williams earned two nominations apiece, including an artist of the year nod for last July. Buddy



Miller also scored two nominations. Album of the year nominees are Cash's "American IV: The Man Comes Around" (American Records), "Faller" (Rounder), the Jayhawks' "Rainy Day Music" (Lost Highway) and Miller's "Midnight & Lonesome" (Hickory).

Song of the year nominees are Cash's "Travis," Dixie Chicks' "Truth No. 2," Rhonda Vincent's "You Can't

Take It With You When You Go" and Williams' "Righteousness."

Instrumentalist of the year nominees are Krauss, Miller, Jerry Douglas and Curt Merkle.

Winners are determined by votes from the AMA's nearly 1,000 members. Five lifetime achievement awards will also be handed out during the show, which will feature performances by Krauss, Miller, Alison Wood, Ricky Skaggs and Rodney Crowell.

The awards show takes place during the AMA's fourth annual Americana Conference, scheduled for Sept. 18-20 in downtown Nashville. Veteran artist manager Ken Caillat will deliver the keynote address Sept. 18.

ON THE ROW: Jay Bradley joins Sony Nashville as VP of A&R. He previously held the same position at RCA Nashville. Bradley is third generation country music talent. His grandfather was legendary producer Owen Bradley, and his father is A&R veteran Jerry Bradley.

LAST WEEK	2 WEEKS AGO	PLAYLIST	TITLE	PRODUCER/SONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist	LAST WEEK	2 WEEKS AGO	TITLE	PRODUCER/SONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist
➔ NUMBER 1 ➔												
1	2	1	IT'S FIVE O'CLOCK SOMEWHERE	Alvin Jackson & Jimmy Duffett	1	2	36	36	PLAYBOYS OF THE SOUTHERN WORLD	Blaise Shelton	31	Blaise Shelton
2	3	6	NO SHOES, NO SHIRT, NO PROBLEMS	Kenny Chesney	2	3	39	45	TENNESSEE RIVER RUN	Darryl Worley	32	Darryl Worley
3	4	3	CELEBRITY	Brad Paisley	3	4	35	35	HELL YEAH	Montgomery Gentry	33	Montgomery Gentry
4	5	1	RED DIRT ROAD	Brooks & Dunn	4	5	27	20	EVERY LITTLE THING	Janie's Neal	34	Janie's Neal
5	7	4	FOREVER AND FOR ALWAYS	Shania Twain	5	6	38	38	TELL ME SOMETHING ABOUT TULSA	George Strait	35	George Strait
6	4	4	MY FRONT PORCH LOOKING IN	Lonestar	6	7	43	52	CAN YOU HEAR ME WHEN I TALK TO YOU?	Ashley Green	36	Ashley Green
7	5	11	BEER FOR MY HORSES	Toby Keith	7	8	40	39	AND THE CROWD GOES WILD	Mark Wells	37	Mark Wells
8	9	11	WHAT WAS I THINKIN'	Dixie Chicks	8	9	38	44	LONG BACK TRAIN	John Terner	38	John Terner
9	8	9	REAL GOOD MAN	Tim McGraw	9	10	41	46	WRINKLES	Diamond Rio	39	Diamond Rio
10	10	10	99.9% SURE (I'VE NEVER BEEN HERE BEFORE)	Brian McCombs	10	11	42	47	I WISH	Arto Lindsay	40	Arto Lindsay
11	11	12	THEN THEY DO	Trace Adkins	11	12	44	42	I CAN'T TAKE YOU ANYWHERE	Scotty Emerick	41	Scotty Emerick
12	13	15	HELP POUR OUT THE RAIN (LACEY'S SONG)	Buddy Jewell	12	13	51	—	IF THERE AIN'T THOSE OUGHTA BE	Marty Stuart	42	Marty Stuart
13	16	17	A FEW QUESTIONS	Clay Walker	13	14	45	41	COWBOYS LIKE US	George Strait	43	George Strait
14	18	18	THIS ONE'S FOR THE GIRLS	Marina McBride	14	15	33	31	ULTIMATE LOVE	Phil Szeal	44	Phil Szeal
15	14	14	WHAT THE WORLD NEEDS	Wyonna	15	16	47	51	YOU'RE STILL HERE	Faith Hill	45	Faith Hill
16	21	18	WHO WOULDN'T WANNA BE ME	Kirk Oates	16	17	85	—	WHAT A SHAME	Rebecca Lynn Howard	46	Rebecca Lynn Howard
17	18	21	STAY GONE	Jimmy Wayne	17	18	53	53	DRINKING BONE	Tracy Byrd	47	Tracy Byrd
18	16	16	BACKSLAP OF A GROUNDHOG BUS	Sara Evans	18	19	48	49	HALF A HEART TATTOO	Jennifer Hollies	48	Jennifer Hollies
19	22	22	SHE ONLY SMOKES WHEN SHE DRINKS	Joe Nichols	19	20	46	48	IN MY DREAMS	Rick Trevino	49	Rick Trevino
20	21	23	TOUGH LITTLE BOYS	Gary Allen	20	21	49	—	WHEN YOU COME AROUND	Dave Rattan	50	Dave Rattan
21	23	26	I MELT	Reese Potts	21	22	56	57	GOOD TIME	Jessica Andrews	51	Jessica Andrews
22	24	24	WAVE ON WAVE	Pat Green	22	23	54	59	THE LATE GREAT GOLDEN STATE	Dwight Yoakam	52	Dwight Yoakam
23	25	25	WALK A LITTLE STRAIGHTER	Billy Currington	23	24	—	—	PRAY FOR THE FISH	Hardy Travis	53	Hardy Travis
24	26	27	LOVIN' ALL NIGHT	Patty Loveless	24	25	—	—	EVERY FRIDAY AFTERNOON	Craig Morgan	54	Craig Morgan
25	28	28	ONLY GOD (COULD STOP ME LOVING YOU)	Emerson Drive	25	26	52	50	I CAN ONLY IMAGINE	Jeff Carson	55	Jeff Carson
26	29	29	LOVE LIKE THIS	Nickel Proctor	26	27	—	—	LONGER, ON MY AND MEAN	Travis Tritt	56	Travis Tritt
27	30	30	CHICKS DIG IT	Chris Cagle	27	28	—	—	RUN, RUN, RUN	Ryan Riser	57	Ryan Riser
28	31	31	I CAN'T BE YOUR FRIEND	Reashaw	28	29	—	—	I'VE NEVER BEEN ANYWHERE	Sammy Kershaw	58	Sammy Kershaw
29	32	32	STREETS OF HEAVEN	Sherrie Austin	29	30	—	—	WALKING IN MEMPHIS	Lonestar	59	Lonestar
30	33	33	HONESTY (WHITIE MA LIST)	Rodney Atkins	30	31	—	—	I WANNA DO IT ALL	Tony Clark	60	Tony Clark

* Records showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' radio track service. 148 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Airplay awarded to songs appearing in the top 25 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 25 are removed from the chart after 26 weeks. © Veeco Inc. Catalog number for CD Single or Vinyl Single if CD Single is unavailable. 12 CD Single available. 13 DVD Single available. 14 CD Maxi-Single available. 15 Cassette Single available. 16 Maxi-Single available. 17 Vinyl Single available. 18 Cassette Maxi-Single available. © 2003 VNU Business Media, Inc. All rights reserved.

AUGUST 14
2003 **Billboard**® **HOT COUNTRY
SINGLES SALES**

		Songs data compiled by  Nielsen SoundScan			
LAST WEEK		TITLE (IMPACT & NUMBER DISTRIBUTING LABEL)		Artist	
1	1	PICTURE • JENNIFER LOPEZ/TEL	1000	1	35 Weeks At Number 1
2	2	WHAT WAS I THINKIN' (CAPTAIN JACK)			Kid Rock Featuring Allison Moore
3	3	HELP POUR OUT THE RAIN (LACEY S SONG)	10000000	1000	Divine Butte
4	4	CAN YOU HEAR ME WHEN I TALK TO YOU?	10000000	1000	Buddy Jewell
5	5	LONG BLACK TRAIN (JAY MAMMALIA/BLUES)	10000000	1000	Ashley Gorrie
6	6	STAY GONE (JAY MAMMALIA/BLUES)	10000000	1000	Josh Turner
7	7	BROKENHEART TOWN (JENNIFER LOPEZ/TEL)	10000000	1000	Jimmy Wayne
8	8	CARRY THE FLAG (JENNIFER LOPEZ/TEL)	10000000	1000	Jay Wheeler
9	9	YOU'RE STILL HERE (JENNIFER LOPEZ/TEL)	10000000	1000	Dave Austin
10	10	WALK A LITTLE STRAIGHTER (JENNIFER LOPEZ/TEL)	10000000	1000	Faith Hill
					Shirley Corleone

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AUGUST 10
2002 **Billboard®** **TOP BLUEGRASS**
ALBUMS™

LAST WEEK		Sales data compiled by Nielsen SoundScan		WEEKS ON CHART	TITLE
ARTIST		ALBUM (NUMBER OF WEEKS ON CHART)			
1	ALISON KRAUSS + UNION STATION	ALISON KRAUSS	1	38	38 Weeks At No. 1
2	EARL SCRUGGS/DON WATSON/RICKY SKAGGS	EARL SCRUGGS	1	1	The Three Pickers
3	NICKEL CREEK	NICKEL CREEK	1	1	This Side
4	ALISON KRAUSS + UNION STATION	ALISON KRAUSS	1	1	New Favorite
5	VARIOUS ARTISTS	VARIOUS ARTISTS	1	1	Shogun's Turley
6	RHONDA VINCENT	RHONDA VINCENT	1	1	Don Stay Away
7	RICKY SKAGGS + KENTUCKY THUNDER	RICKY SKAGGS	1	1	Live At The Charlotte Motor Speedway
8	VARIOUS ARTISTS	VARIOUS ARTISTS	1	1	Best Of Shogun's Country
9	THE APPLACHIAN PICKERS	THE APPLACHIAN PICKERS	1	1	Old Time Gospel
10	VARIOUS ARTISTS	VARIOUS ARTISTS	1	1	Time Is A Treasure Of Shogun's
11	BLAKE HIGHTWAY	BLAKE HIGHTWAY	1	1	Whispering Love
12	VARIOUS ARTISTS	VARIOUS ARTISTS	1	1	The Voices Of Shogun's Country
13	DOLLY PARTON	DOLLY PARTON	1	1	Home Is Where The Heart Is
14	THE NITTY GRITTY DIRT BAND	THE NITTY GRITTY DIRT BAND	1	1	With The Circle Be Unbroken, Volume 1
15	VARIOUS ARTISTS	VARIOUS ARTISTS	1	1	Best Of Shogun's Country

Supplement of 1 million units (100,000) will mobilize sales indicated by a number following the symbol. (H) indicates part of or greater than the total sale. © 2002, JVA Business Media

AUGUST 14
2003

Billboard TOP COUNTRY BUMBS.

Sales data compiled by Nielsen SoundScan

NUMBER 1

2 Weeks At Number 1

Mad On The Streets

Red Hot Road

Unleashed

From There To Here: Greatest Hits

Up!

No Shoes, No Shirt, No Problems

Waves On Waves

Greatest Hits Collection, Volume 1

Tim McGraw And The Dothan Doctors

Multi

George Strait

Saddy Jewell

Golden Road

Home

Greatest Hits

Man With A Memory

Live And Kickin'

Greatest Hits

Live

The Truth About Men

My Town

Jimmy Wayne

Have You Forgotten?

Population: Me

Bering Strait

The Three Pickers

Rise And Shine

American IV: The Man Comes Around

I Love R

Drive

Chris Cagle

Horsemouth

Cry

Brice McComas

For The Last Time: Live From The Astrodome

The Best Of Toby Keith: 20th Century Masters The Millennium Collection

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Rise And Shine

ALBUMS

Edited by Michael Paoletta

POP

★ LAURA TURNER

Soul Deep
PRODUCERS: Kurt Howell, David Lyndon Huff
Cat 78767

RELEASE DATE: Aug. 5
Divadom has come upon hard times in America. But Curb is pulling out all stops for its silky new sophisticated LP, *Laura Turner*. "Soul Deep" showcases all the drama of Sarah Brightman's thundering soprano, along with the more subtle shades of Enya—though such black-and-white comparisons sell short the singer's vast emotional range and crisp purity. The wondrously crafted collection toe-dances through all colors of the musical rainbow, while collaborator Kurt Howell brings an elegant unity to the set, fusing Celtic lilt, tribal rhythms and gentle beats to ensure mood relevance. The premiere calling card is the title track (also the first single), which blossoms like a morning rose drinking in sunlight. Other highlights are the delicate "Devo" and chugging sing-along "You're Where I Belong." A spectacular debut boasting uncommon ambition and grace. —**CT**

THE DEREK TRUCKS BAND

Soul Serenade
Derek Trucks, Steve Snyder, Derek Trucks
Columbia 89013

RELEASE DATE: Aug. 5
Derek Trucks recorded this album with his band in two sessions (one in 1989, the other in 2000). It is a more laid-back project than "Joyful Noise," the band's 2002 debut for Columbia. There is only one vocal track here: the beautiful, bluesy "Drown My Own Tears" featuring Gregg Allman. The other tunes are instrumentals, and all evince Trucks' continuing growth toward jazz, funk, and eclecticism in general. Kofi Burbridge's contribution on flute is key on "Afro Blue," a cover choice that says as much about where this band is headed musically as Trucks' guitar work here, slide or otherwise, is adventurous and powerful. He may be associated with the Allman Brothers Band, but when Trucks works with his group, Pat Metheny may be a more relevant reference. —**PJV**

FRANK STALLONE

In Love In Vain
PRODUCERS: Frank Stallone, Fred Mollin
Capitol 77427-7205
RELEASE DATE: July 29

While pop aficionados will best remember Frank Stallone for his 1983 top 10 aerobic workout hit "Far From Over," the singer has been determined to update the chart books with "In Love In Vain," a lush collection of orchestrated standards. Certainly, the idea is nothing new, but these fresh takes on songs from Cole Porter, Johnny Mercer, Rodgers &

ESSENTIALS

quebec



WEEN

Quebec
PRODUCER: Andrew Weiss
Sanctuary 8591

RELEASE DATE: Aug. 5
Although it blasts off with the speed-rock assault "It's Gonna Be a Long Night," Ween's eighth studio album is heavier on contemplative (and at times tender) moments than the band's previous sets. "I Don't Want It" and "Chocolate Biscuits" are refreshingly straightforward and quite pretty; while "Among His Tribe" and "The Argus" echo the 1967, Pink Floyd-ish moments of 1993's nautical-themed "The Mollusk." Still, there's plenty of traditional Ween weirdness: the goobal voices and rinky-dink sound effects of "Happy Colonial Marbles" and "So Many People in the Neighborhood," the country-tinged kiss-off "Hey There Fancy Pants" and the maddening "The Fucked Jam." At nearly an hour, "Quebec" can be a bit much to digest; it could have been trimmed by a couple of songs. Luckily, there's a wide range of Ween's multiple music personas on display here, making it a worthy addition for devotees and recent converts. —**AC**

Hart and others are not overly unique. But Stallone—who recorded the album in two days with the Sammy Nertico Orchestra in Toronto—takes the dark, cool, snazzy and a personable 1940s-brand swagger that no doubt translates into something larger than life in a live setting. In any case, fans of the genre will find "In Love" a fine accompaniment to an evening of martinis, moonlight and whatever else. —**CT**

PARTY OF ONE

Caught On the Blast
PRODUCER: Eric Filten
Fat Cat FATCDZP
RELEASE DATE: July 22

This band is based in Minnesota but makes its musical debut through a British label most recognized for experimental electronic sounds. Party of One, which is actually a party of three (bass, guitars, drums), takes the lo-fi aesthetic to the hilt. The band recorded "Caught the Blast" on an 8-track without letting the emotion rise above monotone levels. This has the effect of emphasizing the dark and not-so-subtle humor of songs like "Baghdad Breeze" and "Belgrade Sends Its

BT

Emotional Technology
PRODUCER: BT
Network America 30344
RELEASE DATE: Aug. 5
Building on the success of his "Movement in Still Life" album and high-profile gig as producer of "N Sync's" Pop" single, BT (aka Brian Tranter) smartly continues to expand the notion of what a dance/electronic artist can create. On this, his fourth proper artist/studio recording, BT gives equal time to thick beats, spacey trance, classical arrangements and sincere melodic



pop. While BT's vocals are spotlighted throughout, he does share the microphone with "N Sync's" JC Chasez on the hypnotic lead track "Simply Being Loved (Sombambulist)," and it's truly one of the album's high points. Chasez is one of many well-cast guests on the disc, which also includes actress Rose McGowan and Scott McCool (singing vocals on the funky, guitar-heavy "Superfabulous") and Garza on "Knowledge of Self." —**AC**

Regards." The exception is when bassist Terrika Kleinknecht sings on a few selections, the best being the shrieking, pouty and utterly charming "Baby Doll." Don't be surprised if the buzz on this band builds in Europe first. —**TP**

DANCE/ELECTRONIC

D-D-Don't Deny The Beat

PRODUCERS: Thomas Troelsen, Junior
Crunchy Frog/Atlantic 83663
RELEASE DATE: Aug. 5

Junior Senior's "D-D-Don't Deny The Beat" may well be the party album of the year. The Danish duo—Jesper Mortensen (Junior) and Jeppe Laursen (Senior)—throws down such infectious beats that you cannot help but shake what your mama gave ya. The album's "every-one-have-a-good-time" vibe harks back to the Family Stone's heyday, while the music is a wacky merging of surf rock, Go-Go's and old-school R&B. Lead single "Move Your Feet" is an irresistible sing-along pop anthem; it is only one of many well-crafted, zippy tunes on

THE NEPTUNES

The Neptunes Present... Jones
PRODUCERS: The Neptunes
Star Trek/Arista 82876-51295
RELEASE DATE: Aug. 5
Last year, the Neptunes' alter ego, "N-Color," released the festive full-length "In Search Of..." Now, the duo of Chad Hugo and Pharrell Williams—who have produced hits for such superstars as Britney Spears and Justin Timberlake—delivers a follow-up, of sorts. And it is smoldering genius. In the Neptunes' musically diverse sonic landscape, less is more: naked electro beats, raw basslines, the guttural lick. In such an agitated, grain-environment, the featured artists are given ample space to breathe and strut their stuff. As the collection has spawned hits with the salacious "Light Your Ass on Fire" and the soulful "Frontin'" spotlighting, respectively, Busta Rhymes and Jay-Z, Elsewhere, Nelly ("I'm... Snooty") and "It Blows My Mind" and Kelly ("Popular Thang"), among others, spend time behind the mic. Off "Dirty Bazzard," now recording as Dirt McGirt, delivers deft word play on the scorching "Pop Sh!t." —**MP**

the set, which sports not a clunker in the bunch. In doubt? Check out the duo's unofficial anthem "Go Junior, Go Senior," the B-52's "Love Shack" and the Young & Rubicell alt-rock-scared "Boy Meets Girl" and the punky "C-Mon." Try sit listening to this one out. —**KC**

R&B/HIP-HOP

★ MARLON SAUNDERS

Enter My Mind
PRODUCERS: Warren Rosenstein, Carl Carter,
Shawn Lucas
Mercury/RH031732
RELEASE DATE: Aug. 5

Singer/songwriter Marlon Saunders has already earned musical notoriety: penning Miller Lite jingles, doing background vocals for Sting and Barry White, singing in Jazzhole and Bobby McFerrin's Voicestra. Those experiences provide the foundation for this noteworthy debut. Featuring old-school R&B, funk and gospel within a contemporary framework, Saunders' talking-singer takes listeners on an inspiring musical journey one minute you're in church stompin' to the pumpin' "Keep Down 'What Ya Do." The

next you're floating in a mellow groove ("For You") or booping to a funky '70s history lesson ("Afro Blue My Mind"). Not every track is a winner. But unlike most newcomers of late, Saunders commands a strong lead out of the starting gate. —**GM**

ZION

Zion
PRODUCERS: various
Zion/Native/P.A.V. PVP-0205
RELEASE DATE: July 15
Among music's latest musical exports is newcomer Zion. Since its currently best-selling debut, the group's releases have been a mix of the Hot R&B/Hip-Hop Singles Sales chart with the up tempo "Blowin' Me Up (Callin' Me)." Like the album's 11 other tracks, the song fits the smooth R&B/pop mold, lightly accented with rap/hip-hop and Latin flavors. But the rhythms are too manufactured, giving off an overall homogeneous sound outside of "Blowin'." And there's no compelling evidence of the singer's four-octave range tested in the press material. You keep wishing she would simply belt out a number. We hope her promising voice is given the chance to soar next time, paired with stronger songs and more live instrumentation. —**GM**

BLUES

ANSON FUNDERBURGH & THE ROCKETTS

Which Way Is Texas?
PRODUCER: Anson Funderburgh
Bulseye Blues 77607-9619
RELEASE DATE: July 29
Plano, Texas, native Anson Funderburgh celebrates the 25th anniversary of his band with the release of "Which Way Is Texas?" Funderburgh was a hot guitarist in 1978 when he started the band. Thousands of gigs and a dozen albums later, the economy and the feel of his playing are marvelous. His solo during "Jungle" is a particularly sweet example of the man's virtuosity. Sam Myers has been handling vocal duties in the harmonica chores for the Rockets since 1984, and he is in top form here. His performance on the Sonny Boy Williamson tune "Tryin' to Get Back" is a special moment. Funderburgh traced his first-ever vocals for this project—"One Woman I Need" and "Toss and Turn"—and display a raw emotion, offering a very cool contrast to the darker colors of Myers' vocals. With this disc, Funderburgh adds another superior album to his enviable discography. —**PJV**

CHRISTIAN

★ TODD AGNEW

Grace Like Rain
PRODUCER: Jason Latshaw
Arista 76075251927
RELEASE DATE: July 22
With "Grace Like Rain," Todd Agnew emerges on the contemporary Christian scene as a true force. A Texas native who now lives in Memphis, Agnew successfully blends pop, rock, blues and gospel on this impressive debut. An intelligent, insightful songwriter, Agnew's music is an irresistible mix of yearning with both passion and vulner-

(Continued on next page)

CONTRIBUTORS: Keith Caulfield, Jonathan Cohen, John Diliberto, Deborah Evans Price, Kashawn Hall, Chad Mitchell, Wes Orsholm, Tamara Palmer, Michael Paoletta, Mark Shattell, Chuck Taylor, Brian Truitt, Philip van Vleet. **PHOTOGRAPHS:** Release dates to hit the top half of the chart in the corresponding format. **COVER ARTISTS:** Photos of the artists. **ALL RIGHTS RESERVED.** All rights reserved. Reproduction in whole or in part without permission is prohibited. **PHOTOGRAPHS:** Release dates to hit the top half of the chart in the corresponding format. **COVER ARTISTS:** Photos of the artists. **ALL RIGHTS RESERVED.** All rights reserved. Reproduction in whole or in part without permission is prohibited. **PHOTOGRAPHS:** Release dates to hit the top half of the chart in the corresponding format. **COVER ARTISTS:** Photos of the artists. **ALL RIGHTS RESERVED.** All rights reserved. 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ability. He recalls the letter on the plaintive "Shepherd," a poignant ballad about man's need for God. "Reached Down" is an edgy, exuberant ode to Gaysy going green. "Lay It Down" is an infectious bluesy rocker that erupts into a gospel-free-for-all. Other prime cuts include "Still Here Waiting," "Wish for Your Rain," and the album's high point, the beautiful power ballad "The Fragile Breath." For those who like their worship music with a abundance of guts and glory, welcome to Agnew's world. —**DEP**

NEW AGE

► MIKE OLDFIELD
Tubular Bells 2003
PRODUCER: Mike Oldfield
Release: 6/20/04
RELEASE DATE: Aug. 15
With tape manipulation and an insane amount of overbubbling, Mike Oldfield's one-man-band approach to the tubular "Tubular Bells" has the limits of recording technology in 1972. Now working digitally, Oldfield has fixed the warbly intonation, asynchronous moments and unneeded distortion. He hasn't updated his work so much as created the full realization of ideas that were too technical to realize in the analog days. Musically, "Tubular Bells" is "The Exorcist"—as riveting as ever, by turns creepy and angry, elegant and daffy. Oldfield's guitar orchestrates and keyboard crescendo still ring out like a new world dawn. John Cleese replaces the stentorian instrumentalist role of the late Vivian Stanshall with his own quizzical upper-crust recording. "Tubular Bells" influenced a generation of musicians, film composers and jingle writers. With "Tubular Bells 2003," an epic work has been reborn. —**JD**

VITAL REISSUES

DIANA ROSS
Diana—Deluxe Edition
REISSUE PRODUCERS: Harry Weinger, Andrew Sliwov
ORIGINAL PRODUCERS: various
Chronicles/Motown/UMC B0000791
RELEASE DATE: Disc 1
The now-classic, disco-fied, chart-topping "diana" arrived in the spring of 1980; it spawned two smash singles ("Upside Down" and "I'm Coming Out.") What many may not realize is that The released album was in fact a "remix" of the groove-fortified album that producers Bernard Edwards and Nile Rodgers (of Chic) delivered to Motown. Apparently, Ross was not too thrilled with their version. So, enter London house engineer and producer, who remixed the entire album for mass consumption. Now, with this two-disc Deluxe Edition, fans can compare and contrast the original and remixed, as they both appear on disc. Disc two, subtitled "Diana: Dance," is home to 13 dancefloor nuggets, including the remixed "Upside Down" and "No One Gets the Prize?" (The Boss), the rare (10-minute) extended version of "Love Hangover" and the previously unreleased "Fire Don't Burn." By the way, Ms. Ross made the right decision with "diana." —**MP**

DONNA SUMMER
Bad Girls—Deluxe Edition
REISSUE PRODUCER: Bill Levenson
ORIGINAL PRODUCERS: Various
Chronicles/Mercury/UMC B000006383
RELEASE DATE: July 29
Many forget that Donna Summer's 1979 "Bad Girls" album earned five Grammy Award nominations, including album of the year. It is fitting then that the disc's eye set, primarily produced by Giorgio Moroder and Pete Bellotte, receives Universal's Deluxe Edition treatment. The two-CD reissue includes the remastered double-album set, one with the second CD housing extended 12-minute mixes. Hardcore fans may gripe that most of the remixes were previously issued on the artist's 1987 album "The Dance Collection." Those fans will be thrilled, however, by the inclusion of the demo version of the "Bad Girls" single, as well as 12 live versions of such non-"Bad Girls" tracks as "No More Tears (Enough Is Enough)" and "I Feel Love." —**KC**

ORIGINAL LONDON CAST RECORDING
Sail Away
PRODUCER: Bill Meade
Fynsworth Alley 302 162 179
RELEASE DATE: July 15
This American sea shanty album is a sound—how should we put it?—unique. None today matches Elaine Stritch, the gravelly voiced grand dame who retook Manhattan in last year's one-woman show, "Al Liberty." Stritch was just hitting her stride in 1962 when she headed to London to star in Nor Coward's "Sail Away." With a shy smile, she takes tourists to task in two hilarious numbers, "Useless Useful Phrases" and "Why Do You Pull at the Towel?" The funny lady even pulls off a ballad, a charming rendition of "Something Very Strange." Coward fans will be charmed by "Bronzeville Dorian and Joan," available here for the first time on CD. —**MS**

DVD

BIJÖK
Inside Björk
Wellhart/One Little Indian 01317
RELEASE DATE: July 1
This summer sees the director releasing a set of DVDs, including "Royal Opera House" and "Vessel," which spotlight live performance footage from the album's tours for "Vespertine" and "Debut," respectively. "Inside Björk" is a compelling one-hour profile that details the artist's journey, from Reykjavik, Iceland, to London and finally New York—from punk to dance and electronic. Björk discusses her recordings and admits to being "just a bit of a drama queen sometimes." Along for the colorful ride are Missy Elliott, Radiohead's Thom Yorke, Elton John and Sean Penn, among others, who share their thoughts on all things Björk. Backed by Navarre. —**MP**

Billboard.com

Also reviewed online this week:
• Year of the Rabbit, "Year of the Rabbit" (Elektra)
• Head of Femur, "Ringdom of Proctor" (Gredyard Productions)
• The Jesus and Mary Chain, "Jesus Christ" (Joneston)

SINGLES

Edited by Chuck Taylor

POP

► MANDY MOORE Have a Little Faith in Me (4:04)
PRODUCER: John Fields
WRITER: J. Hatt
PUBLISHER: not listed
CD (promo)
It's hard to believe that Mandy Moore has appeared on The Billboard Hot 100 only twice (with 1999's No. 41 "Candy" and 2000's No. 24 "I Wanna Be With You"), given the high profile she has built through a number of multimedia opportunities. More than any of the late-'90s teen queens, Moore has become an MTV fixture and a bona fide film star, managing all with credibility, immense charm and grace. Her new album, "Coverage," due Oct. 21, is a collection of remakes, a conscious direction for a young singer—but first single "Have a Little Faith in Me" puts to rest any doubt that Moore can induce her own personality into a well-trod genre. The midtempo acoustic pop ballad is a fine showcase for her precocious skills; it would demonstrate excellent judgment for top 40 to jump aboard the Mandy bandwagon (however late and how late), and any vocal woman looking up the ladder of success. —**CT**

COUNTRY

► TRACY BYRD Drinkin' Bone (2:08)
PRODUCERS: Billy Joe Walker Jr., Tracy Byrd
WRITERS: Beathard K.K. Phillips
PUBLISHERS: Sony/ATV Acuff-Rose Music Publishing, BMI
RCN 82876-55032 (CD promo)
It has been 10 years since this talented Team hit No. 1 with "Holdin' Heaven." Many country artists have come and gone since, but Byrd continues to be a presence at country radio. His previous single, "The Truth About Love," propelled Byrd's album of the same name to a top five debut on the *Billboard* Top Country Albums chart. Here he delivers another country-friendly single that readily connects with country audiences, who always seem to appreciate a clever tune about drinking (or in this case, not drinking). The song clocks in at slightly more than two minutes, making it short, fun and an easy sing-along. T-Bird packs a lot of good-natured personality in his delivery, making this sound like another winner. —**DEP**

► JIMMY WAYNE I Love You This Much (4:05)
PRODUCERS: Chris Lindsey, James Stroud
WRITERS: J. Wayne, C. Dubois, D. Sampson
PUBLISHERS: Nashville DreamWorks/Paper Angels/Sunshine/EMI April/Sea Gull, ASCAP
DreamWorks 14161 (CD promo)
This talented newcomer writes from a deep emotional well that should fuel a prodigious and successful career. Jimmy Wayne endured a difficult childhood, but instead of retreating into a bitter shell, he opted to use his experiences to craft a collection of remarkably powerful songs. The hit "Stay Gone" peaked at No. 3, making it the year's highest-charting debut by a new act. This second single, "I Love You This Much," is a duet with a vocalists/writer. He immediately draws the listener in with the opening

Billboard Picks ESSENTIALS

BEYONCÉ MISSY ELLIOTT, MC LYTE & FREE *Fighting Temptations* (no time listed)
PRODUCER: Missy Elliott
WRITERS: various
PUBLISHERS: various
Music World/Columbia/Sony Music Soundtrax 55886 (CD promo)
With her "Crazy in Love" dominating The Billboard Hot 100, Beyoncé wastes no time in striking again while the iron is hot. However, rather than offering a second single from her solo debut, "Dangerously in Love," the multimedia starlet serves up a song from the soundtrack to her latest film project, "The Fighting Temptations." The track, which also features Missy Elliott, MC Lyte and Free of BET's "106 & Park" fame, is an infectious midtempo party vibe where each MC shares her tale of fighting temptation, as Beyoncé lays a sweetly soothing hook that unites the track. Employing a sample of Uncle Louis's "I Like Funky Music," the Elliott-produced track has an old-school hip-hop vibe that keeps in line with many of her recent cuts, such as "Work It." The all-star foursome should make this one an easy sell at mainstream R&B. Don't fight the feeling. —**RH**

KORN *Did My Time* (4:07)
PRODUCERS: Jonathan Davis, Korn
WRITER: Korn
PUBLISHERS: various
Epic Records EMI 55863 (CD promo)
2002's "Untouchables," for being too slickly produced, and it wound up being the band's lowest-selling album to date. Korn seems to have taken those opinions into consideration when writing its sixth album, due this fall. "Did My Time" is featured in the movie "Lara Croft Tomb Raider: The Cradle of Life"—but it doesn't appear on the soundtrack. The song opens with a raw guitar riff before switching to the heavy, bass-driven sound that has spawned many an imitator since Korn's debut nine years ago. While the band's signature tone hasn't changed that much over the years, this song's chorus reveals a more musical and melodic side of the group. Currently opening for Ozzy Osbourne on this summer's tour, Korn has done its time, and fans have to wait a little longer, harvesting this early taste of the new album with its blast onto The Billboard Hot 100 at No. 56. —**BT**

lines: "He can't remember the times that he thought/Does my daddy love me? Probably not." From there, the tale of a little boy's abandonment that turns into adult anger and resentment. Penned by Wayne, Chris Dubois and Don Sampson, the song's conclusion packs an emotional wallop as the boy realizes he hasn't really been unloved or alone all his life. This gifted artist has the potential to be a true music superstar, and this great single should propel him further down that path. —**DEP**

ROCK

BEN HARPER *Diamonds on the Inside* (3:45)
PRODUCER: Ben Harper
WRITER: B. Harper
PUBLISHERS: EMI Virgin/Innocent Criminal, ASCAP
Virgin 7087 6 17730 (CD promo)
For his devoted fans, Ben Harper's latest, "Diamonds on the Inside," is a thrill that reaches his greatest set, 1995's "Fight for Your Mind," and finds the rocky singer-songwriter skipping from folk to funk to rock. The strummy title track is one of the disc's highlights. It's a lovely relation tale punctuated by a silky guitar changes, beaded with subtle steel guitar touches and made absolutely heart-tugging with a warm, soulful solo and such lines as "What you say are no new things, follows you close behind." It's one more gem from an always-inspiring artist

whose legacy grows more remarkable with time. —**WD**

NEW & NOTEWORTHY

► MARIA I. Give You, Take (3:57)
PRODUCERS: Soulshock, Karlin
WRITERS: Soulshock, Karlin, M. Jensen
PUBLISHERS: Full of Soul/Soulwax/EMI Black Box, BMI, Play/Tone/HMU Music, ASCAP
DreamWorks 14121 (CD promo)
It mightily exhilarates to hear a new R&B artist whose debut comprises fine singing, a memorable melody and crafty production—with no lofty guest stars or rap awkwardly jammed into the midsection. Could labels at last realize that a return to fundamentals is the best way to find mass consumer interest? New DreamWorks signing Maria shimmers with guitar, determined soulfulness, softened by her youth and vulnerable lyrics dealing with growing up in a world where it takes life's lessons to develop understanding. "I Give You, Take" is a plea to end a fabled relationship, embraced by a driving piano track, courtesy of producer/writers Soulshock and Karlin. The former signed the Denmark-born Maria to a development deal at 15, 10 years later, he and his partner seem to know how to best profile the singer's style and demeanor. "I Give You, Take" is an exciting launch for a promising talent. —**CT**

Backbeat

Edited By Wes Orshoski

People/Places/Events

EXECUTIVE TURNTABLE

PEOPLE ON THE MOVE



RECORD LABELS: Jimmy Wheeler is named VP of mainstream sales and marketing for Provident Music Group in Nashville.

He was senior director of national Christian sales.

Lori Cline is promoted to director of national promotions for Word Label Group in Nashville. She was manager of national promotions.

Rob Evanoff is promoted to director of new media for Welk Music Group in Los Angeles. He was manager of new media.

RETAIL: Calvin Lui is promoted to VP of sales and marketing for Ticketmaster in Los Angeles. He was head of Ticketmaster's TeamExchange.



NEW MEDIA: Kenneth Parks is named VP of legal and business

affairs for EMI Digital Distribution and Development Group in New York. He was general counsel for GetMusic.



ARTIST SERVICES: Kerry McGovern is promoted to tour publicist for the Mitch Schneider Organization in Los Angeles. She was an assistant.



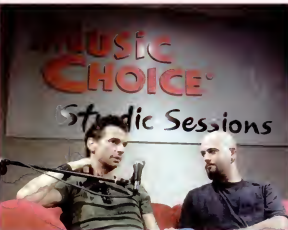
VENUES: De Vos Place promotes Sandy Thomley to director of event services

and Ken Dahlman to director of facilities in Grand Rapids, Mich. They were, respectively, stage manager for De Vos Performance Hall and facilities maintenance manager.



SARSTOCK!

More than 450,000 fans turned out July 30 in Toronto for the Molson Canadian Rocks for Toronto benefit at Downsview Park, aimed at boosting the city's sagging economy in the wake of the SARS outbreak (see story, page 20). "I think it's the biggest crowd we've ever played to, so it is a fantastic buzz." Rolling Stones frontman Mick Jagger said before his band's headlining set. The Stones, including guitarist Keith Richards (above), offered a 90-minute set heavy on such crowd pleasers as "Brown Sugar," "Start Me Up" and "Ruby Tuesday." The group tapped into the collaborative spirit of the event, although Justin Timberlake was pelted with plastic water bottles when he joined the Stones for "Miss You." AC/DC guitarists Malcolm and Angus Young (above left) guested on a cover of B.B. King's "Rock Me Baby." AC/DC's set sported such classics as "Hell's Bells," "Thunderstruck" and "Back in Black." Angus Young's trademark schoolboy look during "The Jack" found him wearing a pair of boxer shorts emblazoned with the Canadian flag. Earlier, Canadian legends the Guess Who and Rush showered the crowd with their biggest hits. Rush even threw in an instrumental version of the early-'80s track "Paint It Black." The 11-plus-hour show also featured sets from Timberlake, the Flaming Lips, Sass Jordan, Kathleen Edwards and Blue Rodeo, among others. Earlier in the week, the Stones and concert promoter Michael Cohl were presented with keys to the city by Toronto mayor Mel Lastman (left). At the presentation, from left, are Jagger, Cohl, band members Ronnie Wood and Charlie Watts. Lastman and Richards. (Photos: Kevin Mazur/WireImage.com, Young and Rolling Stones group shot; George Pimentel/WireImage.com, Richards and crowd shot)



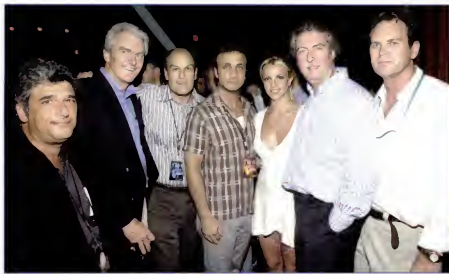
Dave's Solo Speech

Depeche Mode frontman Dave Gahan, left, visited the Music Choice studios in New York to talk about his newly issued Reprise solo bow, "Paper Monsters." He is pictured with Music Choice interviewer Gary "Seuss" Susalis.

Hello Operators!

While at NextStage at Grand Prairie on its recent tour, the White Stripes took a few seconds to snap a photo with the Grand Prairie, Texas-based venue's Danny Eaton and Derek Rauchenberger. Pictured, from left, are the band's Meg White, AEG Live Southwest VP Eaton, venue GM Rauchenberger and the band's Jack White. (Photo: Barry Bond)





BMG-STOCK!

BMG's label presentations were held July 29-31 in New York, where the company's U.S. labels presented their fourth-quarter release schedules. They included separate events for Arista, the RCA Music Group, Jive and RLG-Nashville. Captured at the live event (above) is Zomba GM/senior VP of sales and marketing Tom Carrabba; BMG COO Michael Smellie; Jive president Barry Weiss; Larry Rudolph of ReignDeer Entertainment, who is Britney Spears' manager; Spears; BMG chairman Rolf Schmidt-Holtz; and BMG executive VP/chief marketing officer Tim Prescott. The Arista presentation (top right) also drew industry heavyweights. Attendees of the label's July 29 worldwide marketing conference, dubbed Arista Reloaded, included, from left, Kells Usher, Sarah McLachlan, label chief Antonio "L.A." Reid and Natasha. The event included performances by Bone Crusher (immediate right), McLachlan (bottom) and newcomer Rachel Yamagata. (Photos: Larry Busacca/WireImage.com)



RIM SHOTS by Mark Parisi



Bruce Dickinson, at right, airborne with Iron Maiden drummer Nicko McBain.

Dickinson: Iron In The Sky

One of the greatest things about being a rock star is never having to work another day in your life, right?

So why, you might ask, would a rocker as financially secure as Iron Maiden's Bruce Dickinson—the singer of a band that is still selling out Madison Square Garden some 20 years down the line—want to go out and work a J-O-B?

Well, because it's a job that parallels his love of singing and performing.

When he's not on the road or in the studio with Maiden, Dickinson spends a good chunk of his year piloting 150-seat Boeing 737s for Astraes Airlines in London.

A first officer for Astraes and a pilot for some 11 years, Dickinson logged between 600 and 700 hours in the air for the company last year, regularly jetting back and forth from London to such locales as Egypt, Iceland and the former Soviet Union.

During Maiden's recent tours, he's even flown himself and several band members from gig to gig in a Cessna 421 Golden Eagle, a seven-seat propeller plane.

Dickinson, whose first commercial job was with British World (an independent airline that folded after Sept. 11, 2001), equates discovering his love for flying to finding another woman. When he's flying, his wife often remarks, "Oh, he's off sleeping with the tin bitch again," he plays with a laugh.

He adds that he's constantly humbled by flying.

"When you're up at 41,000 feet at night, flying in the middle of Europe and you look down and you can see all these lights, and then you look up and you see more stars than you've ever seen before in your life, it's just amazing," he says.

"You see the weather, you see thunder storms from hundreds of miles away. I get to see the best light show in the world."

Becoming a commercial airline pilot was the fulfillment of a childhood dream for the metal icon.

As a child, Dickinson was often taken to air shows by a relative who had served as an electrician on World War II bombers, and his uncle served in England's Royal Air Force. "I toyed with the idea of joining the air cadets at school," he says. "But I thought, 'Ah, they'd never let me fly,' because I was terrible at math and physics. 'Too stupid; they wouldn't be interested.'"

His interest picked up in the mid-'80s, after Iron Maiden drummer Nicko McBain got his pilot's license.

While Dickinson tagged along on a few of McBain's flights, it wasn't until 1992, when he was on vacation with his family, that he spotted a sign at a Florida airport advertising flying lessons for \$35, that things changed.

He was sold as soon as the bird took flight. Dickinson then set out collecting the proper licenses for U.S. and European flights.

"In '93, when I left Iron Maiden for six years and embarked on a solo career, it did strike me that if the solo career didn't work out, I was going to be jobless," he says. "So I decided that I would go and do the airline pilot exams in Europe."

Although the band is going strong—the new album, "Dance of Death" (Columbia), arrives Sept. 9—the singer foresees a time when he'll be flying exclusively.

"When it gets to when Iron Maiden stops—which it *will* do eventually—I'm gonna have to do something until I'm 65," he muses.

WES OHSOSHOUX

Ian Is Muse For Sci-Fi Collection

BY JIM BESSMAN

Fans of Janis Ian have always appreciated the storytelling aspect of her songs.

Now 30 fans of the renowned singer/songwriter—who are also top science-fiction writers—have teamed for “Stars,” a collection of original sci-fi stories based on Ian’s songs and published by Dow Books.

“Of the 30 writers, 29 already owned my work,” Ian says. She wrote the “Second Person Unmasked” entry, which derives from her song “His Hands,” from her 1993 comeback album “Breaking Silence.” “It’s a nice testament to how far your work can reach.”

Ian’s love of science fiction reaches back to her childhood.

“I’ve been reading it since I could read,” she says. Her father, who was a music teacher, also read a lot of science fiction, and both parents were voracious readers.

Ian saw all of fiction “as one con-

tinuum: ‘Winnie-the-Pooh’—about a talking bear—was as much science fiction to me as [the Isaac Asimov sci-fi classic] ‘I, Robot.’

Ian cites such albums as “Breaking Silence” and “God & the FBI” (2000) as proof of how science fiction has influenced her songwriting.

“You can draw direct lines,” she says, crediting Orson Scott Card’s “Tales of Alvin Maker,” with supplying the fire imagery in “This House,” from “Breaking Silence.”

Card’s “Stars” story “Inventing Lovers on the Phone” returned the favor by cribbing its title from a line in Ian’s classic “At Seventeen.”

Ian says that “Tattoo,” from “Breaking Silence,” was heavily influenced by Jane Yolen’s “The Devil’s Arithmetic,” about a girl who is cast back in time to the Holocaust. Yolen’s “Ride Me Like a Wave” in “Stars” takes its entire title from another Ian song.

“The best science fiction speaks from the heart, which is what I try to do in my songwriting,” Ian contin-

ues, adding: “I’ve always thanked authors who’ve influenced my songs and sent them a copy of the CD with a note.”

One author who responded delightfully was Mike Resnick, who eventually co-edited “Stars” with Ian and contributed “Society’s Guy,” one of two stories based on Ian’s landmark ‘60s hit “Society’s Child”—the other being Susan R. Matthews’ “Society’s Stencil.”

“I was on tour in Ireland and visited with Anne McCaffrey—the huge sci-fi writer,” Ian recalls. “She said I had to go to the annual sci-fi fan convention Worldcon, so I went and Mike showed me around and said, ‘Let’s do an anthology of stories based on your lyrics.’ I thought no one could possibly be interested, but he had five writers lined up already and in 24 hours made a deal with Daw—the oldest sci-fi publisher in the country.”

Ian returned home to Nashville and started enlisting other favorite authors. “I sent them songs I owned and controlled, and four or five had already pulled out their albums [of mine] and started on their own.”

Sci-fi fans will marvel at the “amazing list” of participants—and their creativity within the context of Ian’s songs.

She notes that Nancy Kress’ “Eyes” is based on her classic “Jessie”—but



IAN: A REAL KISSIN' FELLA

it turns Jessie into a brain virus. Taking great pleasure, she further notes that David Gerrold—who penned the beloved “Star Trek” episode “The Trouble With Tribbles” and patterned “Riding Janis” in “Stars” after Ian’s and Bill Lloyd’s “If We Had Wings”—named a comet after her in the story. “It was a real labor of love for me,” Ian says of the anthology. “Obviously, most of my audience aren’t science fiction buffs: It’s like being a Delta

blues buff in that it’s a niche market. But science fiction is really the jaze of prose—and the cutting-edge of prose. It’s one of the few forms still dealing with issues like war and racism.

“People think of green-tentacled Martians grabbing girls. But look at Madeleine L’Engle, one of the writers who influenced me the most when I began writing songs, whose “A Wrinkle in Time”—one of the best books I’ve ever read—ever taught me more about the light and the darkness than any religious teaching could.

“Or ‘Alice in Wonderland,’ or even Santa Claus—a guy who manages to disintegrate his molecular structure to fit down a chimney,” Ian says. “So much of what we read and take for granted is science fiction.”

An added benefit of “Stars” is that Ian solicits unpublished manuscripts from her fellow sci-fi writers before heading out on the road, “so I never have to hear anyone about running out of reading material.”

Meanwhile, the Bug-annistered Rude Girl Publishing (BGM) songwriter has just completed a forthcoming live double-CD set, “Working Without a Net,” for Oh Boy Records. She’s particularly thrilled to report that her next studio album, also for Oh Boy, will feature a duet with Dolly Parton. “My Tennessee Hills.”

Contest Aims To Find Best Songs For ‘Universe’

SongwriterUniverse, the Web site launched in January 2001 by veteran music publisher and music journalist Dale Kawashima, has just launched its first “best song of the month” contest.

According to Kawashima, the site will honor and publicize the

also have MP3s, Web sites and e-mail links posted.

“We will be encouraging publishers, A&R execs and music supervisors to read about the winner and to check out the top five songs each month.”

Kawashima says. According to Kawashima, his steadily growing Web site/online magazine, which fronts the motto “Empower the Songwriter,” now attracts about 55,000 page views per month. “If you type the word ‘songwriter’ into the Google or Yahoo search engines, you’ll see SongwriterUniverse listed on the first page,” he says.

SongwriterUniverse is a free Web site. Its magazine section features interviews with hit writers and publishers, along with music education articles. It also provides extensive music resources and a message board section. Song evaluations and individual consultations are offered, and a music store sells industry resource books in connecting visitors to A&R and publishing executives, film/TV music supervisors and music attorneys. Songwriters Billy Steinberg, Brenda Russell, Allan Rich, Jeff Silbar and Jud Friedman.

The Los Angeles-based Kawashima served the past two years as a creative executive at Sony/ATV Publishing, having previously repped song catalogs from the likes of Bruce Springsteen, Michael Jackson, Bob Dylan, Prince and Burt Bacharach. Also a music journalist for publications including the Los Angeles Times, Cash Box and Melody Maker, Kawashima has just bowed an independent publishing/consulting firm and is representing writers and catalogs for placements in recordings, films, TV shows and commercials.

CHERRY PICKING PEAS: Cherry Lane Music Publishers has inked R&B/hip-hop group the Black Eyed Peas to a worldwide co-publishing deal. The signing, which covers the Peas’ new A&M album “Elephunk,” reflects Cherry Lane’s strategy of broadening its clientele.

“This year, we’ve been aggressively diversifying our client roster,” Cherry Lane president Alda Gurwicz says. “Signing the Black Eyed Peas fits perfectly into our business model, and we’re looking forward to exploiting the many opportunities for the band’s increased exposure that this record promises.” The Peas’ current pop hit single “Where Is the Love” features Justin Timberlake. It has helped

Jones will present Eastwood with the fourth annual Hank Award in recognition of distinguished service to American Music.

“We chose to honor Clint Eastwood this year for his distinguished contributions to the world of music through his work,” said Glynis Mancini, composer/conductor/arranger Henry Mancini’s widow and the institute’s president of the board.

“He has an impressive history of incorporating jazz into his films, and he has touched the life of each of our participants and guests in a very special way.”

As part of the gala, bassist Christian McBride, tenor saxophonist Jani Frawley, pianist and flutist James Moody, tenor saxophonist Pete Christlieb, drummer Xonnie Colaluta and pianist Roger Kellaway will join in a musical tribute to Eastwood composed and arranged by Eastwood’s longtime music collaborator, Lennie Niehaus.

The event is a fundraiser for the institute, which provides college students and young professional musicians between the ages of 18 and 30 with the training and experience necessary to pursue a career in music.

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Words & Music

By Jim Bessman
bessman@billboard.com



land the group an opening slot on this summer’s Justified and Stripped tour, headlined by Timberlake and Christina Aguilera. Additionally, the act starred on the debut broadcast of the WB’s “Pepsi Smash.”

EASTWOOD’S FETE: The Henry Mancini Institute’s Aug. 16 Mancini Music Gala at UCLA’s Royce Hall honors Clint Eastwood. Previous honoree Quincy



KAWASHIMA: SITE HONORS SONGS

top five songs submitted to the site each month. The winner will then be interviewed in the site’s magazine section, which will also include an MP3 of the winning song with links to the writer’s site and e-mail address. The remaining finalists will



MERCHANTS / MARKETING / HOME VIDEO / E-COMMERCE / DISTRIBUTION



Scenes from one of Nintendo of America's Game Boy Advance titles.

Games Become Serious Business

Music, Video Retailers Allot More Space To Software

BY STEVE TRAMER

As computer games, music and movies target a similar audience—and partnerships among those entertainment sectors grow—retailers are responding.

In this age of "entertainment convergence," more traditional music and video retailers are dedicating space in their stores for game sales and rentals, analysts say.

Software, hardware and accessory retail sales made a record \$11.3 billion last year; nearly \$6.9 billion was from software alone. The market for console video, portable and computer games is now expected to see modest growth, based on sales data for the first five months.

"The focus is definitely on software for the holiday quarter; that represents perhaps

(Continued on page 40)



Rhino, Golden Blend Their Businesses

BY CHRIS MORRIS

LOS ANGELES—What do you get when you combine Rhino Records, one of L.A.'s most respected indie record stores, and Golden Apple Comics, perhaps the city's best-known comic book outlet?

You get, in the words of Golden Apple proprietor Bill Leibowitz, "everything your mom told you you didn't need under one roof."

In early June, Golden Apple—which operates a flagship 4,000-square-foot store on Melrose Avenue in L.A. and a 1,100-square-foot shop in Northridge in the San Fernando Valley—occupied a 1,000-square-foot space in Rhino's Westwood location.

The music retailer moved to its current 6,000-square-foot space in late 2001, after 29 years at a smaller location up the street (*Billboard*, Feb. 16, 2002).

The store-within-a-store brings Golden Apple's expertise in the marketing of comics, toys, tchotchkes and pop-culture reading matter to Rhino, long a local specialist in the sale of offbeat music.

The marriage of the two stores is a natural in more ways than one.

Leibowitz and Rhino's Richard Foos, who owns the store with partner Steve Ferber, have known each other for 30 years. During the mid-'80s, Leibowitz worked for the Rhino retail outlet and its indie record label (since purchased by Warner Music). Leibowitz left to concentrate on building Golden Apple, which he says he had operated "as a hobby" since 1978.

Today, the two retailers express mutual admiration for their achievements in the marketplace. Leibowitz says that in the early days of his store, "Quite frankly, I stole a lot of the ideas for promotion and marketing from what they were doing [at Rhino]—their customer appreciation days, how they timed sales, the attitude of the store. I sort of modeled myself [after them]."

Foos says of Leibowitz, "He's the greatest promoter I've ever seen, and he's always doing the coolest promotions and making good out of lead. My entrepreneurial spirit gets engaged by his creativity."

Since its inception, Foos had envisioned Rhino's new Westwood operation not as simply a record store but as a full-service pop-culture destination.

But, he admits, "We were probably experts at

(Continued on page 41)

U.K. Retailer's Sales Rise 75%

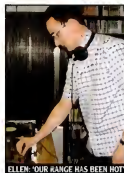
BY OLAF FURNISS

EDINBURGH, Scotland—U.K. retailer Fopp experienced a sales growth of 75% for the six months ended May 31, boosted by its expansion to 14 outlets.

The privately owned music, books and DVD chain had half-year sales of £13.7 million (\$22 million) and also saw operating profits rise by 125% to £1 million (\$1.6 million).

Edinburgh-based managing director Peter Ellen predicts that turnover for the year ending Nov. 30 will reach £28 million (\$45 million) and adds that the growth is not merely a result of the company's expansion.

"Our range has been particularly hot this year," he says. "Although our overall market share [of U.K. music retail] lies around 2.5%, we account for up to 15% of sales on some specialist releases"—



ELLEN: "OUR RANGE HAS BEEN HOT"

such as African music, Latin and reggae.

Ellen estimates that music sales account for some 65% of revenue, with the rest coming from books and DVDs. (Fopp has been quick to give DVDs prominent in-store display.)

"Over the next year, I expect we will see a rise of 100% [in DVD sales] on the previous 12 months," Ellen says.

Fopp enjoys a staunch loyalty from its customers. For several years, the retailer has strongly promoted its no-quibble CD-refund policy, and it was the first to reduce mid-price releases to £5 (£8).

But Ellen is keen to point out that the chain does not position itself as a discount retailer. "Our format is based on appealing to people 'grazing' for product and is geared toward increasing consumption," he says. Fopp is expected to continue its expansion through 2004.



Sam Phillips Leaves A Legacy To Be Emulated

Sam Phillips, who died in Memphis July 10 (*Billboard*, Aug. 9), may have been the ultimate indie record man.

As a talent scout/producer/label operator at Sun Records, he unearthed such talents as Elvis Presley, Johnny Cash, Jerry Lee Lewis, Roy Orbison, Charlie Rich and Howlin' Wolf.

Wolf, to name only one of the best-known of his many discoveries in rock'n'roll, blues, R&B and country.

Phillips' uncanny ability to find talent was mated to a sensitive engineer's ear, a propensity for sonic experimentation and a keen sense of regional promotion.

Anyone who has read the story of how Presley's early records were made understands that Phillips didn't merely release Elvis' records—he gave shape to Elvis' sound.

Thanks to Phillips' efforts during the '50s, distinctly "Southern" music became national styles.

Eulogists view Phillips' passing

as the end of a long-gone era. But any contemporary label that cultivates and releases music with taste, care and an ear cocked to the future is embracing Phillips' legacy.

We send our condolences to the Phillips family of Memphis and especially to the members of the Select-O-Hits staff—nephews Skip

The Indies.

By Chris Morris
cmorris@billboard.com



(given name Sam) and Johnny and grand-niece Tiffany Phillips Couch—who carry on the family work at the Bluff City distributor.

RED SNAGS DUALTONE: Dualtone Music Group has signed an exclusive North American distribution agreement with RED Distribution. The Nashville-based label had pre-

viously been handled by BMG.

The first releases under the deal are "Wildwood Flower," an album by the late June Carter Cash (Sept. 9), and Chris Knight's "The Jealous Kind" (Sept. 23). Dualtone's roster includes David Ball, Jim Lauderdale, Rodney Foster and Jeff Blum.

The Dualtone arrangement marks the second instance in recent weeks in which a previously major-distributed label has moved to RED. Immortal Records, formerly with Virgin and EMI Music Distribution, just sealed a deal with the distributor (*The Indies*, *Billboard*, Aug. 2).

FOR SALE: The partners of Malaco Records have put Muscle Shoals Sound, the historic Sheffield, Ala., recording facility that spawned innumerable soul hits, up for sale, at an asking price of \$650,000.

The studio—which moved to its current location in 1978, after operating originally at 3614 Jackson Highway in Sheffield—was purchased by Malaco's Stewart Madison, Wolf Stephenson and Tommy Couch Sr. in 1983.

"The studio business all around

the world has slowed down," Couch says, noting that the sale is not tied to any financial problems at the label.

Malaco also operates a studio in Jackson, Miss., where the label is headquartered, and has not been utilizing Muscle Shoals as frequently as it had in the past. The Alabama facility's famed house band is also not at full strength: While guitarist Jimmy Johnson and bassist David Hood still play sessions there, keyboardist Barry Beckett now lives in Nashville, and drummer Roger Hawkins is in ill health.

Malaco announced the sale with a listing on eBay and on the international Wall Street Journal; Couch says, "We've had a lot of interest."

QUICK HITS: Bluesman Bobby Rush has started up a new Jackson, Miss.-based label, Deep Rush Records. The imprint is being distributed by Emergent Music Marketing through RED. It kicks off Sept. 23 with the release of "Live at Ground Zero," a DVD/CD package recorded at actor Morgan Freeman's Clarkdale, Miss., juke joint. Rush will be featured in director Dick Pearce's film about Memphis in Martin Scorsese's forthcoming



RUSH: KICKS OFF LABEL WITH 'LIVE'

PBS series, "The Blues" (*Billboard*, July 12). . . Producer Dennis Herring has also inaugurated his own label, Sweetza Records. The imprint—which is named after Herring's Oxford, Miss., studio, where 1993 *Billboard* Century Award honoree Buddy Guy recorded his two most recent Silverstone albums—will go through Ryko Distribution via Terminus/MRI. The debut release, due Aug. 12, is "Fancy Blue," an album by eccentric Nashville singer/songwriter Tywanne Joe Baskette.

Games Are Serious Business

Continued from page 39

40% of annual sales," says Richard Ow, senior analyst for the NPD Group, which tracks retail sales for console and hand-held videogame software, hardware and accessories, and PC games.

Through May, industry sales reached \$3.35 billion, about 1% ahead of the comparable 2002 figure.

But total software units topped 75 million, a solid 8% gain, and sales value exceeded \$2.15 billion, a 3% gain.

Sales of videogames rose nearly 16% in units and 10% in value, offsetting PC game declines.

"We are seeing more reports from nontraditional game retailers," Ow notes. "While the 10 largest chains still represent about 80% of total sales, much of the expansion will come from these new channels."

Games are now an essential product for any mass-market entertainment retailer," says Doug Lowenstein, president of the newly renamed Entertainment Software

Assn., whose members represent about 90% of industry sales.

"It significantly expands the number of storefronts offering games for sale or rental, bringing them to a wider audience," he adds.

A prime example is the second-quarter report from the nation's No. 2 video retailer, Hollywood Entertainment, which saw same-store sales rise 31% through June 30 over the same period last year.

The primary reason was a 4% increase in merchandise sales and rental revenue from its new Game Crazy departments. These are currently found in 483 of its 1,846 total outlets, with the rollout continuing through the end of the year.

Gearing up for the holiday retail battle are the big three console vendors: Sony Computer Entertainment America (SCEA) with PlayStation 2 (PS2) and PlayStation One, Microsoft with Xbox and MS PC games and Nintendo of America with GameCube and the dominant portable, Game Boy Advance.

"Music and movie retail channels will be key outlets to target as the videogame industry continues to expand in terms of demographics and broaden its approach with products like our new Music Mixer," Xbox marketing VP Mitch Koch says.

He says Xbox recognizes that

nontraditional retail outlets are vital in reaching a broader consumer base. "We continue to evaluate these opportunities," Koch says.

Xbox is a sponsor of the 30-date Lollapalooza tour that kicked off July 5 in Noblesville, Ind.

The event provides concertgoers 140 Xbox consoles to play along with a tent.

"With CD and DVD play capa-



KOCH: EVALUATING OPPORTUNITIES

bility, [research shows that the Xbox is] becoming as much of a jukebox and movie player for our gamers," Xbox group product manager David Hufford says.

He notes that many nontraditional music and video retailers have been selling special Xbox

bundles and that the company is looking at more chain-specific promos for the holiday quarter.

Sony's retail focus now and through the holiday season "is on software and expanding the capabilities of PlayStation 2," SCEA executive VP Andrew House says.

SCEA also is sponsoring some of the most popular music festivals of the year, including Ozfest 2003, the Vans Warped tour and



KAPLAN: GRASSROOTS MARKETING

the Sprite Liquid Mix tour. Its ongoing marketing efforts to reach consumers at events include the 40-foot long PlayStation Patrol, which has 17 PS2 interactive kiosks, and the accompanying PlayStation Patrol Scout Hummer.

Nintendo is also concentrating

on consumer activity and more retail programs leading up to the holidays.

"The bottom line is a lot of fresh activities [where fans can] touch and play our products and our vital third-party partner games," marketing and corporate affairs VP Perrin Kaplan says.

She points to the Nintendo Fusion tour, headlined by Wind-up's Evansence, and one of the hottest new bands on the *Billboard* charts, as a prime example of the company's new grassroots-oriented marketing approach.

The 25-city tour opened Aug. 4 in Los Angeles and ends in the Pacific Northwest in late September, a perfect lead into the holiday season.

"The Fusion tour is great for us," she adds. "We're hip to the music scene and looking where licensed music makes sense for us in some of our upcoming new games."

Acclaim marketing and communications VP Evan Stein says the growing convergence of videogames, music, TV and film entertainment "makes it critical for our industry to broaden its distribution channels to provide consumers with one-stop [entertainment] shopping."

"Consumers will find our top fall release titles at more popular retail stores where they shop for their entertainment-related holiday gift," he adds.

Sun Capital Revamps Musicland Chain

The new Musicland Group is starting to take shape under the ownership of Sun Capital Partners. Mike Madden, a former president at Trans World Entertainment, has been hired in a senior capacity at Musicland, according to Marc Leder, managing director of the Boca Raton, Fla.-based financial firm.

Madden has been working with Musicland as a consultant. He will be part of the management team, which is still being constructed. Leder also confirms that Connie Fuhrman is president of the Musicland holding company. Sources say a Musicland CEO will be named; Leder would not comment.

Sun Capital is creating separate management teams and corporations for each of its three retail concepts: Suncoast, Media Play and Sam Goody. At the end of Best Buy's ownership of Musicland, one team ran all three chains. In the new structure, the separate management teams will draw on some core centralized services supplied by the holding company.

Debra Braummer, who retains the title of Musicland VP of e-commerce, now runs Suncoast as GM. Bruce Martin remains Musicland VP of marketing and now oversees Media Play as GM. Rob Willey is running

Sam Goody as VP/GM; he was Musicland VP of inventory allocation.

Those duties have been assumed by Peter Busch, who is VP/general merchandise manager, also overseeing purchasing.

Leder believes the new structure provides a better focus for running the business, which should make up for whatever economies of scale are lost by eliminating a single centralized team. I would point out that the new structure also gives Sun Capital the option of selling the chains individually, should it so choose.

Leder does not dispute that Sun Capital wants to flip Musicland and make plenty of money. But he sees it as a three- to five-year strategy, which begins with turning the chain around.

The first step is to close 300 stores. Leases on 125 of the stores will expire at the new year. Funds will be set aside to buy out the leases on the remaining stores. While Musicland had a \$400 million-plus loss last year, its operating loss was only \$23 million. The stores targeted for closure had a "four-wall loss of \$27 million, which means we would have a mod-

est profit immediately," Leder says. "And we have targeted millions in cost-cutting that is not taking away from promotion of the stores."

Negotiations for a \$300 million

Retail Track

By Ed Christman
christman@billboard.com



revolving credit facility from Congress Financial and the Fleet Retail Group continue. "We overlay on credit a little, but I've hit a bump in the road, rather than squeezing us, they will remember that we are a good-paying account," Leder says. The same holds true for vendors: "We can play hardball with the best of them when we need. But our philosophy is that we prefer if our vendors make money on our account."

WELCOME BACK Joe Bianco and Neil Narang, the architects of Alliance

Entertainment Corp., have resurfaced. They have acquired Musicrama, the Long Island City, N.Y.-based independent distributor.

Terms of the deal were not disclosed, but sources say it was funded mostly with equity raised from financial sponsors. The purchase was made by Bianco and Narang's new holding company, New York-based Redux Records. Retail Track estimates that Musicrama has annual sales of \$25 million-\$30 million.

The principals of Musicrama, brothers Charles and Mark Jarzabek, will stay with the company. Charles will step down as president to become VP and will continue to source product for Musicrama. Mark assumes the title of president/COO. Narang will be CEO, while Bianco serves as Redux Records chairman.

"With Redux, Musicrama Inc. now has the access to vast resources that will enable us to grow at a much more rapid pace, as well as attract premium proprietary content through distribution deals and possible acquisitions," Mark Jarzabek says. Bianco founded Alliance in 1990 when he bought Bassin Distributors and built it through a series of acquisitions orchestrated with the help of

Narang. In August 1996, he merged Alliance with Al Teller's Red Ant Records. A year later, the company filed for Chapter 11, which resulted in Bianco and Narang's exit from the music industry.

UNDER THE EYE: The Handelman Co. says it is filing its 10-K annual report late because of a Securities and Exchange Commission investigation involving an unidentified subsidiary of the Troy, Mich.-based rackjobber. Handelman said in a statement that the company is cooperating; executives were not available to comment. The investigation has prompted an internal review of two separate \$1 million transactions during the company's 2001 fiscal year.

"The president of the subsidiary at the time of these transactions was dismissed by the company and is believed to be under investigation by federal authorities," the statement said.

In another development, Handelman says it is restating its sales and some related costs for its most recent fiscal year because of a timing change in recognizing revenue from product shipments.

Rhino, Golden

Continued from page 39

eclectic records, but we were novices at the pop-culture part. It was such a natural fit, to have the best pop-culture store in the city come in and complete that part of it."

Leibowitz says, "I guess Richard must have woken up at three in the morning and said, 'Wait a minute. I know a guy who's an expert at this, and here are some other things he can hopefully bring to the table.'"

According to Foos, the two friends had discussed bringing their stores together for at least 10 years. For a time in the early '90s, Golden Apple racked comics at Rhino's short-lived Santa Monica store. At one point, Leibowitz says, Golden Apple had sought to lease a storefront adjacent to Rhino's new Westwood location, but nothing could be secured.

Golden Apple's residency in Rhino marks a return to L.A.'s West Side for Leibowitz: For eight years during the '90s, he ran a small store on Pico Boulevard.

"I've always wanted to have something on the West Side," Leibowitz says. "The West Side has a good demographic, because of [the University of California Los Angeles], because of the affluent nature of the

people and because of the fact that a lot of the people, even if they're past the demographic or they're families with kids, are sort of hip. They know what's going on, they listen to good music, they're open to new ideas and they're very media-savvy. So it's really a fertile ground."

Much of Golden Apple's merchandise is located in a discreet subleased area in the back of Rhino, staffed by full-time employees. Leibowitz and his wife also work there regularly, and another employee racks new comic titles for all three Golden Apple locations.

Leibowitz notes that complementary Rhino and Golden Apple product—for instance, "Simpsons" DVDs, audio titles and comics—is also cross-merchandised together in "boutique" areas around the store.

Leibowitz says the mating of the two

product lines appears to be working.

"The most encouraging statistic that we have is, of our sales in there, about 75% is linked to one of their sales," Leibowitz says. "In other words, we don't know if it's one of our customers buying some of their stuff or vice versa, but it doesn't really matter, because that's what we're looking for."

The stores have been collaborating on promotions, which have included an appearance by pop-culture writer Hal Liden and an in-store panel provided by Animation magazine.

Foos expresses satisfaction with the arrangement so far: "It fit from a vision standpoint, [it] being this great pop-culture superstore. Golden Apple fit that way, and also in [terms of] bringing in more people, having great promotions, having more excitement. It seems like it's a marriage made in heaven."



FOOS (LEFT) AND LEIBOWITZ: MARRIAGE MADE IN HEAVEN

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Billboard TOP KID VIDEO

LAST WEEK	TITLE	PROGRAM SUPPLIER & NUMBER	WEEKS ON CHART	PRICE
1	NUMBER 1 12 Weeks At Number 1			
1	JUNGLE BOOK 2	SONY MUSIC ENTERTAINMENT INC.	2003	24.98
2	THOMAS THE TANK ENGINE & FRIENDS: JAMES AND THE RED BALLOON	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
3	AIR BUD SPACES BACK	SONY MUSIC ENTERTAINMENT INC.	2003	15.98
4	CITY OF LOST TOYS	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
5	CARE BEARS TO THE RESCUE	SONY MUSIC ENTERTAINMENT INC.	2003	9.98
6	FAIRLY ODD PARENTS: ABRCA CATASTROPHE! THE MOVIE	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
7	ATLANTIS: MILO'S RETURN	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
8	SPONGEBOB SQUAREPANTS: SEA RISES	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
9	THE MONUMENTS MEN	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
10	THE BLUE CLUES: SHAPES AND COLORS!	SONY MUSIC ENTERTAINMENT INC.	2003	9.98
11	ELMO'S WORLD: THE GREAT OUTDOORS	SONY MUSIC ENTERTAINMENT INC.	2003	9.98
12	MEET STRAWBERRY SHORTCAKE	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
13	SPONGEBOB SQUAREPANTS: BIKINI BOTTOM BASH	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
14	SPRING FOR STRAWBERRY SHORTCAKE	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
15	THE MONUMENTS MEN	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
16	CHARLOTTE'S WEB 2: WILBUR'S GREAT ADVENTURE	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
17	SCOOBY DOO MEETS THE HARBELM GLOBETROTTERS	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
18	ROLIE POLIE OUIE: THE BABY BOO STAR	SONY MUSIC ENTERTAINMENT INC.	2003	15.98
19	THE WIGGLES: WIGGLES BAY	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
20	DEEP SEA SILLES	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
21	POWER RANGERS NINJA STORM VOL. 1: PRELUDE TO A STORM	SONY MUSIC ENTERTAINMENT INC.	2003	14.98
22	SPONGEBOB SQUAREPANTS: THE SPONGE WHO COULD FLY	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
23	DORA THE EXPLORER: WISH ON A STAR	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
24	DORA THE EXPLORER: DORA'S MAP ADVENTURES	SONY MUSIC ENTERTAINMENT INC.	2003	12.98
25	SCOOBY DOO MEETS BATMAN	SONY MUSIC ENTERTAINMENT INC.	2003	14.98

Billboard RECREATIONAL SPORTS DVD

LAST WEEK	TITLE	PROGRAM SUPPLIER & NUMBER	WEEKS ON CHART	PRICE
1	NUMBER 1 12 Weeks At Number 1			
1	WWW FROM THE HEART: SHAWN MICHAELS	SONY MUSIC ENTERTAINMENT INC.	2003	24.98
2	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
3	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
4	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
5	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
6	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
7	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
8	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
9	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
10	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
11	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
12	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
13	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
14	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
15	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
16	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
17	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
18	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
19	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
20	WWW: JUDGMENT DAY DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98

Billboard HEALTH & FITNESS

LAST WEEK	TITLE	PROGRAM SUPPLIER & NUMBER	WEEKS ON CHART	PRICE
1	NUMBER 1 12 Weeks At Number 1			
1	PIRATES FOR DUMMIES	SONY MUSIC ENTERTAINMENT INC.	2003	9.98
2	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
3	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
4	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
5	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
6	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
7	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
8	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
9	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
10	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
11	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
12	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
13	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
14	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
15	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
16	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
17	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
18	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
19	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98
20	THE METHOD PLAYERS: MIGHTY SPACERS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98

Home Video

DVD Boom Continues

BY BRETT SPORCH

American consumers spent nearly \$3 billion renting DVDs last year, according to the Video Software Dealers Assn. 3 2002 annual report released Aug. 4.

The home video industry's chief trade organization also reported that during 2002 the number of households across the U.S. that had DVD players grew by 58%, from an estimated 25 million homes to 39 million.

The report comes on the heels of a separate DVD study showing that consumers bought more than 10 million players in the first half of 2003, a 44% increase compared with the same period last year, according to figures compiled by the DVD Entertainment Group, now known as the Digital Entertainment Group (DEG).

More than 66 million DVD players have been sold in the U.S. since the format launched in April 1997, bringing the number of DVD households to nearly 50 million (adjusting for households with more than one player).

Consumer intent to purchase DVD players is still stronger than all other electronic products, according to a recent report from the Consumer Electronics Assn. Nearly one-third (32%) of all non-owner households expect to purchase a type of DVD player in the next year, a slightly higher percentage than those who expressed their intention to buy a DVD player last year (about 28%).

"As we continue to embrace the success of the DVD format, consumer enthusiasm for DVD hardware and software also continues to be one of the primary drivers for the overall success of home theater," says Gary Bauhard, Pioneer Electronics director of marketing and VP of the DEG. "DVD, as the center of the home theater experience, has directly contributed to the growth of other consumer electronics categories as well, such as high-def monitors."

DVD was still a driving force for Hollywood's major studios during the first half of the year, with more than 427 million units shipped to retailers. The total number of units shipped in North America has reached nearly 1.8 billion since 1997.

According to figures compiled by Entertainment Weekly on behalf of the DEG, consumer spending on DVD and VHS rental and sell-through revenue represented more than \$10 billion during the first half.

Billboard TOP MUSIC VIDEOS

LAST WEEK	TITLE	PROGRAM SUPPLIER & NUMBER	WEEKS ON CHART	PRICE
1	NUMBER 1 12 Weeks At Number 1			
1	LED ZEPPELIN 1	SONY MUSIC ENTERTAINMENT INC.	2003	29.98 DVD
2	HOLE IN THE WORLD	SONY MUSIC ENTERTAINMENT INC.	2003	7.98 DVD
3	WAR AT THE NEW BREWERY	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
4	LENO: THE BEST OF LENO	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
5	THE MONUMENTS MEN	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
6	SHOW ME HOW TO LIVE	SONY MUSIC ENTERTAINMENT INC.	2003	9.98 DVD
7	GREATEST HITS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
8	VIDEOS OF THE YEAR	SONY MUSIC ENTERTAINMENT INC.	2003	17.98 DVD
9	ALISON MOULDER AND IRON STATION: LIVE	SONY MUSIC ENTERTAINMENT INC.	2003	24.98 DVD
10	CHAZZ PULVE	SONY MUSIC ENTERTAINMENT INC.	2003	7.98 DVD
11	MTV UNPLUGGED V2.0	SONY MUSIC ENTERTAINMENT INC.	2003	18.98 DVD
12	DESTINY'S CHILD: WORLD TOUR	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
13	EVERYONE'S A STAR	SONY MUSIC ENTERTAINMENT INC.	2003	12.98 DVD
14	MEMORIAS	SONY MUSIC ENTERTAINMENT INC.	2003	12.98 DVD
15	LIVE IN NEW ORLEANS	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
16	THE BEST OF CYNDI LAUPER	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
17	JOSH GROBAN IN CONCERT	SONY MUSIC ENTERTAINMENT INC.	2003	24.98 DVD
18	GREEN LAY AT WENDY'S	SONY MUSIC ENTERTAINMENT INC.	2003	18.98 DVD
19	PULL EXPOSURE	SONY MUSIC ENTERTAINMENT INC.	2003	12.98 DVD
20	LOVERS LIVE	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
21	WHEN THE LIGHTS GO DOWN	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
22	LET'S GET LOUD	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
23	THE SHOW MUST GO ON	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
24	THE WALL: LIVE IN LONDON	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
25	THE BEATLES ANTHOLOGY	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
26	I'M GLAD I'M HERE	SONY MUSIC ENTERTAINMENT INC.	2003	7.98 DVD
27	LOW	SONY MUSIC ENTERTAINMENT INC.	2003	7.98 DVD
28	LIVE IN CONCERT	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
29	LIVE IN CONCERT	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
30	THE DANCE	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
31	LIVE AT FOLSON FIELD, BOULDER, COLORADO	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
32	TRILLOGY	SONY MUSIC ENTERTAINMENT INC.	2003	24.98 DVD
33	EVIL ON DVD	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
34	ANY GIVEN SUNDAY	SONY MUSIC ENTERTAINMENT INC.	2003	14.98 DVD
35	GREATEST HITS	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
36	EVERY BREATH YOU TAKE	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD
37	THE LAST TIME I SAW YOU	SONY MUSIC ENTERTAINMENT INC.	2003	19.98 DVD

Billboard TOP DVD SALES™

LAST WEEK	THIS WEEK	TITLE	LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	WEEKS ON CHART	PRICE
			NUMBER 1	1 Week At Number 1		
1	NEW	FINAL DESTINATION 2	WARNER BROS. VIDEO 2000	T.C. Carson	R	PG-13
2	1	SHANGHAI KNIGHTS	WARNER BROS. VIDEO 2000	Jackie Chan Owen Wilson	R	PG-13
3	4	GANGS OF NEW YORK	WARNER BROS. VIDEO 2000	Leonardo DiCaprio Daniel Day-Lewis	R	PG-13
4	3	PHONE BOOTH	WARNER BROS. VIDEO 2000	Colin Farrell Kiefer Sutherland	R	PG-13
5	2	GOODS AND GENERALS	WARNER BROS. VIDEO 2000	Jeff Daniels Robert Duvall	R	PG-13
6	5	FINAL DESTINATION	WARNER BROS. VIDEO 2000	Devon Sawa L.J. Jackson	R	PG-13
7	6	BASIC	COLLIER PICTURES HOME ENTERTAINMENT 2000	John Travolta Samuel L. Jackson	R	PG-13
8	NEW	THE LIFE OF DAVID GALE (WIDESCREEN)	WARNER BROS. VIDEO 2000	Kevin Spacey Kate Winslet	R	PG-13
9	9	HOW TO LOSE A GUY IN 10 DAYS	WARNER BROS. VIDEO 2000	Kate Hudson Matthew McConaughey	R	PG-13
10	11	OLD SCHOOL: UNRATED AND OUT OF CONTROL (WIDESCREEN)	WARNER BROS. VIDEO 2000	Luke Wilson Will Ferrell	R	PG-13
11	9	HOW TO LOSE A GUY IN 10 DAYS (WIDESCREEN)	WARNER BROS. VIDEO 2000	Kate Hudson Matthew McConaughey	R	PG-13
12	5	FRIENDS: THE COMPLETE FOURTH SEASON	WARNER BROS. VIDEO 2000	Jessica Seinfeld Matthew Perry	R	PG-13
13	12	OLD SCHOOL: UNRATED AND OUT OF CONTROL (PAN & SCAN)	WARNER BROS. VIDEO 2000	Luke Wilson Will Ferrell	R	PG-13
14	15	TEARS OF THE SUN	WARNER BROS. VIDEO 2000	Bruce Willis Mekhi Phifer	R	PG-13
15	14	THE LIFE OF DAVID GALE (PAN & SCAN)	WARNER BROS. VIDEO 2000	Kevin Spacey Kate Winslet	R	PG-13
16	11	JUST MARRIED	WARNER BROS. VIDEO 2000	Julianne Kay Brittany Murphy	R	PG-13
17	13	BAD BOYS (SPECIAL EDITION)	WARNER BROS. VIDEO 2000	Will Smith Martin Lawrence	R	PG-13
18	19	THE TERMINATOR	WARNER BROS. VIDEO 2000	Arnold Schwarzenegger Linda Hamilton	R	PG-13
19	16	LEGALLY BLONDE	WARNER BROS. VIDEO 2000	Reese Witherspoon	R	PG-13
20	18	JUNGLE BOOK 2	WARNER BROS. VIDEO 2000	Animated	R	PG-13
21	NEW	LARA CROFT: TOMB RAIDER	WARNER BROS. VIDEO 2000	Angelina Jolie	R	PG-13
22	21	DIE ANOTHER DAY (WIDESCREEN)	WARNER BROS. VIDEO 2000	Pierce Brosnan Kate Winslet	R	PG-13
23	10	KANGAROO JACK (WIDESCREEN)	WARNER BROS. VIDEO 2000	Jerry O'Connell Christopher Walken	R	PG-13
24	19	KANGAROO JACK (PAN & SCAN)	WARNER BROS. VIDEO 2000	Jerry O'Connell Christopher Walken	R	PG-13
25	23	THE RECRUIT	WARNER BROS. VIDEO 2000	Colin Farrell Al Pacino	R	PG-13
26	22	T-2 TERMINATOR 2: THE EXTREME DVD EDITION	WARNER BROS. VIDEO 2000	Arnold Schwarzenegger Linda Hamilton	R	PG-13
27	26	FAMILY GUY VOLUME ONE	WARNER BROS. VIDEO 2000	Animated	R	PG-13
28	NEW	SPUN	WARNER BROS. VIDEO 2000	John Leguizamo Brittany Murphy	R	PG-13
29	33	THE BOONDOOD SANTS	WARNER BROS. VIDEO 2000	William Buxton	R	PG-13
30	10	M*A*S*H: TV SEASON 4	WARNER BROS. VIDEO 2000	Alan Alda	R	PG-13
31	NEW	BONIN	WARNER BROS. VIDEO 2000	Robert De Niro	R	PG-13
32	NEW	BIG LEBOWSKI	WARNER BROS. VIDEO 2000	Jeff Bridges John Goodman	R	PG-13
33	NEW	KINGPIN	WARNER BROS. VIDEO 2000	Shirley Lee	R	PG-13
34	30	DIE ANOTHER DAY (SPECIAL EDITION)	WARNER BROS. VIDEO 2000	Pierce Brosnan Kate Winslet	R	PG-13
35	NEW	Y TU MAMA TAMBIEN	WARNER BROS. VIDEO 2000	Maribel Verdo Gael Garcia Bernal	R	PG-13
36	29	HARRY POTTER AND THE CHAMBER OF SECRETS (WIDESCREEN)	WARNER BROS. VIDEO 2000	Daniel Radcliffe Emma Watson	R	PG-13
37	25	THE WEDDING PLANNER	WARNER BROS. VIDEO 2000	Matthew McConaughey Jennifer Lopez	R	PG-13
38	NEW	INDEPENDENCE DAY (SPECIAL DIGI-PACK)	WARNER BROS. VIDEO 2000	Will Smith Jeff Goldblum	R	PG-13
39	NEW	FELICITY: SEASON 2	WARNER BROS. VIDEO 2000	Patricia Richardson Scott Foley	R	PG-13
40	NEW	X-MEN 1.5	WARNER BROS. VIDEO 2000	Peter Dinklage Ian McKellen	R	PG-13

Billboard TOP VHS SALES™

LAST WEEK	THIS WEEK	TITLE	LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	WEEKS ON CHART	PRICE
			NUMBER 1	1 Week At Number 1		
1	2	SHANGHAI KNIGHTS	WARNER BROS. VIDEO 2000	Jackie Chan Owen Wilson	R	PG-13
2	9	HOW TO LOSE A GUY IN 10 DAYS	WARNER BROS. VIDEO 2000	Kate Hudson Matthew McConaughey	R	PG-13
3	13	KANGAROO JACK	WARNER BROS. VIDEO 2000	Jerry O'Connell Christopher Walken	R	PG-13
4	4	JUNGLE BOOK 2	WARNER BROS. VIDEO 2000	Animated	R	PG-13
5	NEW	FINAL DESTINATION 2	WARNER BROS. VIDEO 2000	T.C. Carson	R	PG-13
6	5	THOMAS THE RAIL ENGINE & FRIENDS: JAMES AND THE RED BALLOON	WARNER BROS. VIDEO 2000	Animated	R	PG-13
7	6	GOODS AND GENERALS	WARNER BROS. VIDEO 2000	Jeff Daniels Robert Duvall	R	PG-13
8	3	GANGS OF NEW YORK	WARNER BROS. VIDEO 2000	Leonardo DiCaprio Daniel Day-Lewis	R	PG-13
9	11	AIR BUD SPICES BACK	WARNER BROS. VIDEO 2000	Kurt Russell John L. Smith	R	PG-13
10	11	HARRY POTTER AND THE CHAMBER OF SECRETS	WARNER BROS. VIDEO 2000	Daniel Radcliffe Emma Watson	R	PG-13
11	15	CITY OF LOST YOUTH	WARNER BROS. VIDEO 2000	Devon Sawa L.J. Jackson	R	PG-13
12	12	CAESARS TO THE RESCUE	WARNER BROS. VIDEO 2000	Animated	R	PG-13
13	14	FAMILY DOG PARENTS - ABBU CATASTROFHE! THE MOVIE	WARNER BROS. VIDEO 2000	Animated	R	PG-13
14	15	INCREDIBLE HULK	WARNER BROS. VIDEO 2000	Animated	R	PG-13
15	17	DRAGON BALL GT - BABY PREPARATION (UN-CUT)	WARNER BROS. VIDEO 2000	Animated	R	PG-13
16	16	RENTALS: MILO'S RETURN	WARNER BROS. VIDEO 2000	Animated	R	PG-13
17	20	SPY KIDS 2: THE ISLAND OF LOST DREAMS	WARNER BROS. VIDEO 2000	Artemus Anderson Alan Cumming	R	PG-13
18	18	DRAGON BALL GT - BABY RAMIFICATIONS	WARNER BROS. VIDEO 2000	Animated	R	PG-13
19	17	TREASURE PLANET	WARNER BROS. VIDEO 2000	Animated	R	PG-13
20	18	NOW AND THEN	WARNER BROS. VIDEO 2000	Christina Ricci Drew Barrymore	R	PG-13
21	23	LILLO & STITCH	WARNER BROS. VIDEO 2000	Animated	R	PG-13
22	22	PILOTES FOR DUMMIES	WARNER BROS. VIDEO 2000	Animated	R	PG-13
23	21	TEENAGE MUTANT NINJA TURTLES - THE MOVIE	WARNER BROS. VIDEO 2000	Animated	R	PG-13
24	24	SPONGEBOB SQUAREPANTS: SEA STORIES	WARNER BROS. VIDEO 2000	Animated	R	PG-13
25	25	YU-GI-GH! - BEST OF FRIENDS, BEST OF DUELISTS	WARNER BROS. VIDEO 2000	Animated	R	PG-13

■ RIAA gold cert. for sales of 50,000 units or \$1 million in sales as supported unit. ■ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales as supported unit. ■ RIAA multi-platinum cert. for sales of 200,000 units or \$4 million in sales as supported unit. ■ RIAA diamond cert. for sales of 500,000 units or \$10 million in sales as supported unit. ■ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales as supported unit. ■ RIAA multi-platinum cert. for sales of 200,000 units or \$4 million in sales as supported unit. ■ RIAA diamond cert. for sales of 500,000 units or \$10 million in sales as supported unit. ■ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales as supported unit. ■ RIAA multi-platinum cert. for sales of 200,000 units or \$4 million in sales as supported unit. ■ RIAA diamond cert. for sales of 500,000 units or \$10 million in sales as supported unit.

Billboard TOP DVD RENTALS™

LAST WEEK	THIS WEEK	TITLE	LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	WEEKS ON CHART	PRICE
			NUMBER 1	1 Week At Number 1		
1	2	FINAL DESTINATION 2	WARNER BROS. VIDEO 2000	T.C. Carson	R	PG-13
2	1	SHANGHAI KNIGHTS	WARNER BROS. VIDEO 2000	Jackie Chan Owen Wilson	R	PG-13
3	4	PHONE BOOTH	WARNER BROS. VIDEO 2000	Colin Farrell Kiefer Sutherland	R	PG-13
4	3	THE LIFE OF DAVID GALE	WARNER BROS. VIDEO 2000	Kevin Spacey Kate Winslet	R	PG-13
5	5	BASIC	COLLIER PICTURES HOME ENTERTAINMENT 2000	John Travolta Samuel L. Jackson	R	PG-13
6	6	HOW TO LOSE A GUY IN 10 DAYS	WARNER BROS. VIDEO 2000	Kate Hudson Matthew McConaughey	R	PG-13
7	7	GANGS OF NEW YORK	WARNER BROS. VIDEO 2000	Leonardo DiCaprio Daniel Day-Lewis	R	PG-13
8	8	JUST MARRIED	WARNER BROS. VIDEO 2000	Julianne Kay Brittany Murphy	R	PG-13
9	9	OLD SCHOOL	WARNER BROS. VIDEO 2000	Luke Wilson Will Ferrell	R	PG-13
10	10	GOODS AND GENERALS	WARNER BROS. VIDEO 2000	Jeff Daniels Robert Duvall	R	PG-13

Billboard TOP VHS RENTALS™

LAST WEEK	THIS WEEK	TITLE	LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	WEEKS ON CHART	PRICE
			NUMBER 1	1 Week At Number 1		
1	2	FINAL DESTINATION 2	WARNER BROS. VIDEO 2000	T.C. Carson	R	PG-13
2	1	PHONE BOOTH	WARNER BROS. VIDEO 2000	Colin Farrell Kiefer Sutherland	R	PG-13
3	3	HOW TO LOSE A GUY IN 10 DAYS	WARNER BROS. VIDEO 2000	Kate Hudson Matthew McConaughey	R	PG-13
4	4	SHANGHAI KNIGHTS	WARNER BROS. VIDEO 2000	Jackie Chan Owen Wilson	R	PG-13
5	5	THE LIFE OF DAVID GALE	WARNER BROS. VIDEO 2000	Kevin Spacey Kate Winslet	R	PG-13
6	6	BASIC	COLLIER PICTURES HOME ENTERTAINMENT 2000	John Travolta Samuel L. Jackson	R	PG-13
7	7	GANGS OF NEW YORK	WARNER BROS. VIDEO 2000	Leonardo DiCaprio Daniel Day-Lewis	R	PG-13
8	8	JUST MARRIED	WARNER BROS. VIDEO 2000	Julianne Kay Brittany Murphy	R	PG-13
9	9	KANGAROO JACK	WARNER BROS. VIDEO 2000	Jerry O'Connell Christopher Walken	R	PG-13
10	10	OLD SCHOOL	WARNER BROS. VIDEO 2000	Luke Wilson Will Ferrell	R	PG-13

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Nashville's Blue Desert Embraces DAW

BY CHRISTOPHER WALSH

Well-established as the standard format for personal and home-based recording studios, the digital audio workstation is also cropping up as the primary tool in professional, commercial studios, often replacing both console and recorder.

Similar to Firehouse Studios in Pasadena, Calif., which opened in 2002 as a Pro Tools HD/ProControl-based studio (Studio Monitor, *Billboard*, Nov. 23, 2002), Blue Desert Studios in Nashville is succeeding with neither a traditional large-format console nor a storage format based on analog or digital tape or stand-alone hard-disk recorder.

Opened one year ago in the United Artists tower on Nashville's Music Row, Blue Desert Studios is owned by Ric Weh, who previously owned ApolloSound.

"We felt like the business was

changing, that the world was moving toward this type of place," Weh says. "We just felt like this was the way the world was going, and we



WEH: "THE BUSINESS WAS CHANGING."

wanted to be on top of it. This is a top-quality sound for a lot less price than the bigger studios."

In addition to a dramatic reduction of the sometimes-crippling overhead associated with multiple large-format consoles and ancillary equipment, DAW-based commercial studios and their private counterparts, operating with similar or identical gear, can easily interface with one another.

With most modern professional projects tracking to hard disk, audio professionals are stressing the importance of a quality front end more than ever before. At Blue Desert, 36 channels of high-quality microphone preamplifiers, as well as outboard compressors and equalizers, are on the equipment list.

"We've got a lot of [Amei] 9086s," Weh says. "You can buy them with EQ or just dual mic preamplifiers; I have a mixture of both; also D.W. Fearn and eight Millennia Media [preamplifiers]." Additional outboard gear from Daking, Focusrite,

Universal Audio, Summit Audio and API is also featured.

The tracking space is compartmentalized in five isolation booths, an arrangement that Weh asserts is working well. "They are all arranged so that all the players can see each other," he explains. "There's not a big tracking space; it just happened to work out well for us. We've got a really well-designed drum room, which sounds incredible, and a custom-made set of drums. We've also got a grand-piano room."

Despite the proliferation of Pro Tools as the primary format, Weh is considering the addition of RADAR hard disk multitrack recorders, marketed by Otari and IZ Technology and popular in the Nashville recording industry.

"ApolloSound has had 48 tracks of RADAR and an Otari [console]," Weh says. "RADARs are great. I know Pro Tools is the way to go—it has

really worked for us, and everybody's using it—but I do want to get some RADARs in here. I still have the Otari MTR-93 [24-track analog tape recorder] that I've been using for years too."

Acknowledging current trends, however, Blue Desert is equipped with a ProControl interface with three Fader Pack expansion units. Weh states that Blue Desert will soon upgrade its Pro Tools 5.1 system to Pro Tools HD.

Blue Desert offers mastering with veteran engineer Milan Bogdan, who also serves as a consultant to the studio. In addition to the forthcoming upgrade to Pro Tools HD, Weh says that Blue Desert will soon launch a publishing concern, as well as Blue Desert Records.

Clients include Phil Keaggy, Rosalie Flores, Linda Davis and Seven Nations, Weh says. "Business has been really good."

Sigma Founder Leaves Philly Sound Behind

Sigma Sound Studios, established in 1968 in Philadelphia, has been sold by its founder, Joe Tarsia. The legendary studio is known for recording the Philadelphia Sound exemplified by songwriter/producers Kenneth Gamble and Leon Huff and acts

including the O'Jays, Harold Melvin & the Blue Notes and the Delfonics. Tarsia says the studio will continue under new owner Mario Sartoro, who is a newcomer to the music business.

A multi-room facility featuring a Solid State Logic 9000 J Series con-

sole-equipped tracking room and Pro Tools studio, Sigma Sound Studios also operated several rooms in New York in the '70s and '80s.

"It's not that I'm looking to retire, but I'm no longer interested in running a studio," says Tarsia, a found-

ing member and the first president of the Society of Professional Audio Recording Services.

"Philadelphia has always been an R&B/soul town, and that music has changed dramatically from what I grew up on. I respect the new music, but I don't understand it like I did 'If You Don't Know Me by Now' and 'You'll Never Find Another Love Like Mine.'"

sigma, particularly the proliferation of digital audio workstation-based home and personal studios. "My belief is that more people are making music today than ever before—

AUGUST 16 2003 Billboard PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (AUGUST 9, 2003)

CATEGORY	CHART NO.	R&B	COUNTRY	MODERN ROCK	DANCE SALES
TITLE	CRAYZ IN LOVE D'Angelo Featuring Jay-Z (Columbia)	CRAYZ IN LOVE D'Angelo Featuring Jay-Z (Columbia)	IT'S FIVE O'CLOCK Jennifer Lopez feat. J. Lo (Jive)	NAVY Linkin Park (Warner Bros.)	HOLLYWOOD Madonna (Maverick/Warner Bros.)
RECORDING STUDIO(S)	SONY HIT FACTORY (New York) Jim Caruso, Pat Thrall	SONY HIT FACTORY (New York) Jim Caruso, Pat Thrall	TRACKING ROOM SOUND STATION (Hawthorne, NJ) SHRIMPPOINT SOUND (May West, NJ) John Kellon	NRG (North Hollywood, CA) Don Gilmore, John Dwyer, Jr.	SONY SARM (London) Mark "Spicks" Stout
CONSOLE(S)/DAW(S)	Neve 88 K, SSL 9000 J	Neve 88 K, SSL 9000 J	SSL 9000 J, SSL 4000 D, Neve 88K	Vintage Neve 8800	SSL 9000 E
RECORDERS(S)	Pro Tools	Pro Tools	Studio 880, Otari M28L, Pro Tools	Pro Tools HD	Pro Tools
RECORDING MEDIUM	Pro Tools	Pro Tools	BASP 98, Pro Tools	Pro Tools HD	Pro Tools
MIX DOWN STUDIO(S)	HIT FACTORY (New York) Tony Maserati	HIT FACTORY (New York) Tony Maserati	SOUND STATION (Hawthorne, NJ) Andy Wallace	SOUNTRACK (New York) Andy Wallace	THE MUTE OLYMPIC (London) Mark "Spicks" Stout
CONSOLE(S)/DAW(S)	SSL 9000 K	SSL 9000 K	SSL 9000 G	SSL G Series	SSL G Series
RECORDERS(S)	Studio A87	Studio A87	Ampeg ATR 130	Studio A80	Ampeg ATR 130
MIX DOWN MEDIUM	EMTEC 980	EMTEC 980	BASP 98	EMTEC 980H	Quantegy 675
MASTERING	STERLING SOUND (New York) Tom Coyne	STERLING SOUND (New York) Tom Coyne	MASTERING (New York) Rick Weisman	BENNE GRUNDMAN (Los Angeles) Brian "Big Red" Gardner	METROPOLIS (London) Tim Young
CO/CASSETTE MANUFACTURER	SONY	SONY	BMG	WEA	WEA

Studio Monitor.

By Christopher Walsh
cwalsh@billboard.com

Tarsia also acknowledges the dramatic changes in recording technology and the music business as factors in his deci-

sion, just as the landscape changes and the rules change," he observes. "But I don't think people's thirst for music will ever go away. It's just that we get it differently, we pay for it differently and different people are making it."

Reflecting those changes, Tarsia is preparing to launch answerplant.net, a resource for audio recording and music production information.

"After 35 years owning a studio and working for a record company before that," Tarsia says, "I have a storehouse of knowledge. I work closely in helping finance a company called MIDI Warehouse, an Internet retail store for MIDI software and related technologies in audio recording. In helping them, we spend a lot of time on the phone answering people's questions about recording. I think there's a possibility that is a service that can be sold."

TARSIA: EXPLORING NEW INTERESTS



UNITED KINGDOM / EUROPE / ASIA / JAPAN / AUSTRALIA / AFRICA / CANADA

Armani Fashions Chill-Out Set

Sony Will Distribute Compilation In 30 Territories

BY MARK WORDEN

MILAN—Since fashion has been one of Italy's most successful exports in recent years, Sony executives are hoping that the music industry can learn a thing or two from Giorgio Armani, who has entrusted the company with the distribution of his "Emporio Armani Caffé 2" compilation.

The eclectic 15-track chill-out set—which, the stylist tells *Billboard*, "breaks the traditional boundaries of music categories and regions, infiltrating classical with ethnic and Latin"—was released June 27 in Italy.

The set is already

available in Germany, Greece and Switzerland. In September it will be launched in the U.S., Latin America, Asia, Australia, the Middle East, France, Spain and the U.K.

Sony will distribute the album in more than 30 territories. Sony Music Italy's international promotion manager, Simona Rivetta, describes it as "a global priority for the company. We predict gold everywhere, and we expect platinum in Italy, the U.S. and Germany."

"Emporio Armani Caffé 1" was produced in 2002; Emporio Armani stores sold it exclusively. Similarly, "AIX Music Series Volume 1" was available from that chain through Naked Music/Astralwerks/Universal Music. "Caffé 2" is already available at Armani stores worldwide but will now be more readily accessible thanks to Sony's distribution network.

This is not the first synergy between the two companies, either. Rivetta observes that Armani has already "dressed Sony artists like Ricky Martin and Alex

(Continued on page 48)

New Regional Division For Sony

BY EMMANUEL LEGRAND

LONDON—Sony Music International has regrouped its affiliates in Poland, the Czech Republic, Slovakia and Hungary into a new sub-regional division called Sony Music Central Europe.

The reorganization comes three months after Sony Music restructured its European operations, resulting in the departure of Sony Music Europe president CEO Paul Burger. The restructuring saw most heads of Sony's European companies reporting directly to New York-based Sony Music International president Rick Dobbis.

Dobbis describes the new region as "a manageable physical territory with common distribution and marketing issues."

Russia has not been included in the new region because, according to Dobbis, "it has problems of its own that require specific attention."

Zbyszek Knobloch, managing director of Sony Music's Czech and Slovak businesses, will be the managing director of the new division, based in Prague. He reports to London-based senior VP of Sony Music Europe Jacques Carmet.

"We have in Zbyszek a very strong executive in Prague," Dobbis says, "and

(Continued on page 49)



DOBBI: PUTTING FAITH IN LOCAL TALENT

SGAE Wins Tourist Industry Backing

BY HOWELL LLEWELLYN

MADRID—A 10-year debate regarding whether hotels should pay copyright royalties to Spanish authors and publishers society SGAE appears to have ended in agreement.

TV use in guests' rooms will not be subject to payment, but a flat rate will be paid for background music, or "public communication in public spaces," such as reception areas, elevators, piano bars and TV salons.

The agreement was reached in late July between SGAE and two hotel groups that represent 95% of the sector, the Hotel Group of Spanish Tourist Zones and the Spanish Hotel Federation.

SGAE director general Enrique Loras says, "In effect, the Spanish tourist industry has signed an accord recognizing [its] obligation [to pay] authors' rights for public communication in public places."

This is no small matter: Spain has one of the world's largest tourist industries. It hosts more than 50 million visitors per year and contains thousands of miles of beaches, as well as historic

inland cities, all packed with hotels.

SGAE has outstanding differences with the small Spanish Federation of Hotel Management (FEHR), which consists mainly of bars and restaurants. It refuses to accept the concept of public communication.

But the FEHR concedes that some 60,000 bars and restaurants in Spain do pay the small SGAE copyright tariff.

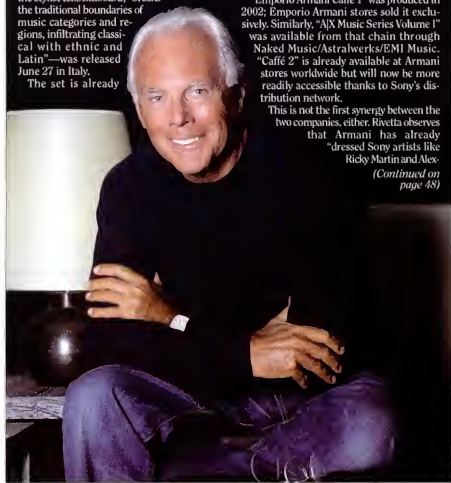
The new accord follows two months of negotiation that began after the Supreme Court ruled in May that hotel rooms "are private domains in terms of intellectual property."

But two earlier Supreme Court rulings were in SGAE's favor.

Loras says the third ruling was "an establishment of doctrine by the Supreme Court, which deprived us of an important tariff. But with the new agreement, we have reached a reasonable understanding with the hotels."

SGAE had said that the May ruling would cost it 9 million euros (\$10.1 million) per year, as the monthly quota for each TV is 12.77 euros (\$14.30), or 0.42 euros per day (\$0.47).

But Loras says the new agreement will make up for some of the loss.





JAPAN				UNITED KINGDOM				GERMANY				FRANCE			
POSITION	LAST WEEK	WEEKS ON CHART	PEAK POSITION	POSITION	LAST WEEK	WEEKS ON CHART	PEAK POSITION	POSITION	LAST WEEK	WEEKS ON CHART	PEAK POSITION	POSITION	LAST WEEK	WEEKS ON CHART	PEAK POSITION
SINGLES				SINGLES				SINGLES				SINGLES			
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
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9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
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11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
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13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14
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17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
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21	21	21	21	21	21	21	21	21	21	21	21	21	21	21	21
22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22
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24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24
25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25
26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26
27	27	27	27	27	27	27	27	27	27	27	27	27	27	27	27
28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28
29	29	29	29	29	29	29	29	29	29	29	29	29	29	29	29
30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30
HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES			
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
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6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
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8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
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16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16
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HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES			
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HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES				HOT MOVIE SINGLES			
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CANADA			SPAIN			AUSTRALIA			ITALY		
LAST WEEK	THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
SINGLES			SINGLES			SINGLES			SINGLES		
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133	133	133	133	133	133	133	133	133	134	134	134
134	134	134	134	134	134	134	134	134	135	135	135

Hits of the World is compiled at R00barr@i.oxford

NISM = Mean Entry, DE = De Entry.

Irish Band BellX1 Breaks Chart Barrier

With the Frames and the Thrills already topping the Irish album charts this summer, BellX1 have become the latest homegrown band to cause a stir. BellX1's second set, "Music in Mouth" (Island) has

"Silence." By the end of July, it had become a fixture on the album charts. By week 22, period all 11 tracks and played guitar. "I'm proud of the albums with Atmosphere, but this album is really me," he says. "I was always more in favor of rock-friendly music while the band favored a progressive rock sound."

ROMEK ROGOWIECKI



BELLX1: NEW NAME, NEW LEADER

HEADING UP: After enjoying a five-week stay at No. 1 on the Austrian charts and going double-platinum with 60,000 singles sold, "Ab in den Selen" by Buddy V. & DJ The Wave (WEA Austria) is now making waves in Germany. Released by Warner Special Marketing, the catchy tune, strongly influenced by dub-reggae and ska and featuring a reggae-influenced instrumental on an airtight hit and entered the official sales chart at No. 34. The band is

entered the charts at No. 15. Having initially tried its luck as *Juniper*, the band changed its name to BellX1 (after the plane that broke the sound barrier) following the departure of singer *Damien Rice*. (He has become a bona fide solo star in Ireland.) The band is now led by *Paul Noonan*, who also supplies drums for last year's Mercury Prize nominee *Gemma Hayes*. "Music in Mouth" was recorded in Dublin; Kilkenny, Ireland; Surrey, England; and London. "The record is full of love songs," Noonan says, "but we've tried to put an angle or a quirk into them."

NICK KELLY

Global Pulse

Nigel Williamson, Editor
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currently touring Austria and Germany. The 23-year-old singer/pianist *Buddy (also Sebastian Ert)* originally produced the session with *Boris Koehler* (aka *Garry B*) in Berlin. But it was only after visiting Austrian DJ the Wave linked with Buddy that the recording really took off with the help of Austrian radio. An album release is slated for the fall. **Manfred Wodara**, deputy managing director at Warner Music Austria, says, "This is only our beginning. Warner is also planning an English/Italian version to be sung by *John Noville* and *Al Bano Casisi* to target other European markets." **ELLIE WEINERT**

SHOCK ROCK: Japanese garage rock band *Electric Blue Shock* is fast becoming a worldwide phenomenon. Its debut album six years ago included a track called "Rock & Roll Can Rescue the World," which named-checked everyone from *Jim Henson* and *John Lennon* to *Van Halen* and *Nirvana*. Recently seen at home, the group is touring in support of its latest album, "Go America!," all over the world, with stops in the U.S., the U.K., Denmark, Holland, Germany and Ireland. Visits to Hong Kong, South Africa and Australia were planned. **STEVE ADAMS**

Music & Media EUROCHART

Eurocharts are compiled by Music & Media from the national singles and album sales charts of 18 European countries.

WEEK 15
LAST WEEK
ARTIST/ALBUM (LABEL)

SINGLES	
1	1
2	1
3	2
4	3
5	4
6	5
7	6
8	7
9	8
10	9
11	10
12	11
13	12
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48	47
49	48
50	49

Capitol France Gets New Head

'New Generation' Will Help Entry Into Digital Era

BY EMMANUEL LEGRAND

PARIS—EMI Recorded Music France president Eric Tong Cuong is putting his faith in the "digital generation" to steer the music business.

Tong Cuong promoted 33-year-old Benjamin Chulvany to president of the company's Capitol Records division July 29, following the unexpected departure of previous incumbent Alain Artaud.

Chulvany had been assistant managing director of Capitol France since 2002.

His appointment is viewed by Tong Cuong—who himself joined EMI in February from the advertising industry—as the sign of "a new generation taking control of the business, the generation that has been immersed in the digital world from the start."

Chulvany started in the business 10 years ago as a manager of hip-hop acts and was later spotted by then-president of Virgin France Emmanuel de Buretel, who is now president of EMI Recorded Music Continental Europe.

At Virgin, Chulvany founded hip-hop label Hostile and became GM of another Virgin sub-label, Delabel. At Capitol Records, he will oversee Capitol, Parlophone, Delabel and Hostile.



EMMANUEL DE BURETEL, PRESIDENT OF VIRGIN FRANCE

"What's happening with Benjamin is more or less what happened to Emmanuel or myself 10 years ago, when people above us trusted us and empowered us," Tong Cuong says.

"The music industry needs an influx of new blood, people who might not be fully mature in terms of business savvy but who want to write the future of this industry."

Tong Cuong adds that Chulvany was promoted because of Artaud's departure. At Virgin, Artaud dealt with alternative repertoire coming mostly from indie labels first since the mid-'80s and then through the unit named Labels. He is believed to have been grow-

ing frustrated by the requirements and the burden of work. Artaud was unavailable for comment.

"Alain has a great music culture, and I had fantastic things with Virgin," Tong Cuong says. "He felt it was time for him to move on and reassess what he wanted to do in his business."

"But Alain's decision to leave gave me the opportunity to review our business," he continues. "I wanted to make sure that we would have the proper organization with the right people."

EMI France, like all the other EMI affiliates, went through a drastic restructuring in 2002, putting all the labels under a single unit with joint back-office functions and a united sales force.

Virgin France will remain under the control of current president Laurent Chapeau, who was also appointed in 2002. "I have full confidence in Laurent and his team to rejuvenate our repertoire and find the artists that will create the buzz that Virgin is renowned for," Tong Cuong says.

He adds that EMI's model is to have one company and multiple labels that supply repertoire. "We are plural on the artistic side, but we are one when dealing with the outside world, and that makes us stronger."

Armani Chills Out

Continued from page 45

ia," while Armani points out that the two companies "have been working closely since 2000, when they brought their Sony Gallery [which features electronic products and CDs] to my location in Milan's Via Marconi. It's been a great relationship, because they have concepts and ideas that blend in easily with my fashion and lifestyle."

The new compilation, which was selected by Armani and his musical consultant, Matteo Cecarini, remains unchanged for all territories.

Rivetta adds: "The same can be said of the packaging and the promotional strategy, which is based on cardboard displays and listening clips in retail stores. In terms of the media, we're concentrating on the press. There is no single and therefore no video or TV special."

She does, however, hope that the project will benefit from "events such as the award ceremony in Beverly Hills' Road Drive Sept. 5, when Armani will receive his plaque on the 'Walk of Style,' and the Armani exhibition, which will be run at London's Royal Academy from Oct. 14 to Feb. 15."

In choosing the tracks, Armani says he has tried to create "a summery feeling of light and energy, mixing different cultures, as well as incorporating a strong Italian influence."

The stylist admits the relationship between fashion and music: "They are closer than ever before, so the synergy is a natural one," he says. "As with clothing and style, Italians have a warm, sophisticated relationship with music, as it is an integral part of our society and culture."

And at a time when entrepreneurs in every line of business have more than their fair share of challenges to meet,

Armani feels that the fashion-music synergy is a must in all territories.

"Since the age of music videos, we have seen musical artists focusing on their personal style with almost as much intensity as with their music," he says. "With so much attention given to what celebrities in all fields are wearing, the connections between the music and fashion worlds has naturally become closer. Clothing allows the artists another avenue to express their creativity. In turn, music can influence a designer's mood and bring out the emotional, vital part of the creative process."

New Division

Continued from page 45

when we started discussing last January the shape of our new European structure, it was obvious he was going to be part of it. We expect him to take a leadership role in the region."

The reorganization has led to the departure of Sony Music Poland's managing director, Margaret Maliszewska, and Laszlo Szuts, Sony Music Hungary's managing director. They will be replaced by G&P Piotr

Mackowiak in Poland and Jozsef Szarka in Hungary.

Dobisz says Sony Music will continue to look for local repertoire in Central Europe, especially in Poland. "Zbzynek has done a good job with local repertoire so far," Dobisz says. "He understands the risks and rewards of investing in local music. We believe in local repertoire, and we must be successful there."

The new regional unit also signals the rise of Campet within the Sony organization. In addition to controlling Central Europe, Sony Music managing director, Michael Campet, Greece and Russia report to him. "He is an all-round executive with experience in finances and distribution and is well-suited for the job," Dobisz explains.

NEWS LINE

THE INTERNATIONAL WEEK IN BRIEF

The Australian Competition and Consumer Commission has rejected a complaint against EMI Australia's copy-control technology. Russell Waters of Melbourne had argued that EMI was being "fraudulent" because it did not sufficiently warn that the technology could not be played on some audio players and his disc jammed on every track after nine seconds. The ACCC in Canberra found EMI's warnings were adequate and that "in any industry undergoing change such as massive technological advancement, some incompatibilities may arise."

CHRISTIE ELIZIER

U.K. public broadcaster BBC Radio 1 is facing mounting pressure to adjust its music policy after recording the lowest listening figures in its 36-year history for the three-month period to June 22. Radio 1, which targets the 15- to 24-year-old demographic, has been criticized for playing too much U.S. R&B at the expense of local repertoire. The latest Radio Joint Audience Research ratings report the number of Radio 1 listeners fell 0.3% from the previous quarter to 9.87 million—the first time the station has registered less than 10 million. In the same period last year, it had 10.53 million listeners. Full-service broadcaster BBC Radio 2 remains the U.K.'s most popular station, with 13 million listeners.

ADAM BOWTH

Japanese record company Avex reports a consolidated net loss of 890 million yen (\$7.4 million) for the first fiscal quarter which ended June. This compares with a loss of 2.1 billion yen (\$17.5 million) in the same period last year. Sales fell 4.5% to 12.8 billion yen (\$166.4 million). Avex Inc., which includes the labels Avex Trax and Avex Tune, reports a net loss of 257 million yen (\$2.1 million) in the first quarter vs. a loss of 733 million yen (\$6.1 million) one year ago. Sales rose 3.9% to 6.3 billion yen (\$52.4 million).

STEVE MCCLURE

Kobalt Music has secured a deal with Sanctuary Music Publishing to administer royalty payments for the world, excluding the U.K. and Ireland. Kobalt has developed a centralized collection infrastructure and a dedicated administration system based on modern technology allowing a high level of automation on a global basis. Explaining that the deal covers SMP and its administered catalogs, SMP president/CEO Deke Aron comments: "This deal puts us in a position where we can compete for writers and catalogs on an equal footing with any other major publisher."

GORDON MASSON

German music industry association BPW has launched a melody-recognition service, Melodie Suche. The free service, at melodiesuche.de/, melodie-suche, requires users to hum or sing a tune into a microphone; it then searches a database of some 3,000 local and international songs, based on hits from the past 40 years, and produces up to 10 matching melodies. Findings show titles, artists and other data. The system was developed by the Fraunhofer Institute (FI) and is operated by Phonotek GmbH, a BPW subsidiary that manages melodie-suche, Germany's database of recorded music. FI's Frank Kleizen explains, "To find a song, the sound waves generated by humming a particular melody are resynthesized into a sequence of [musical] notes by the computer. The resulting pitch and beat information is effectively converted into a music manuscript."

WOLFGANG SPÄHR

Italian broadcasting and performing rights collecting society SGE and terrestrial music-video channel Rete A have reached an agreement that covers payments until 2006. Details of the agreement were unavailable. SGE director general Saverio Lupica says, "We are most satisfied. Rete A's owner, Alberto Peruzzo, was very cooperative in helping us reach an agreement that was beneficial to both sides."

MARK WOODEN

The eighth annual Music of Black Origin Awards will take place Sept. 25 at London's Royal Albert Hall. Nominations in 18 categories will be unveiled Sept. 1. National TV broadcaster Channel 4 has struck a deal with MOBO production arm Boomcast for exclusive broadcast rights for the U.K. transmission of the awards ceremony. It will air Sept. 28 on "T4," Channel 4's branded block of youth and music programming. AOL will Webcast the show live. As part of the arrangement, Channel 4 has committed to promote the event through a MOBO Month on T4. Mastercard is title sponsor of the event for the fourth consecutive year.

LARS BRANDE

ARIA Survey On Downloading Gives Biz A Wake-Up Call

BY CHRISTIE ELIEZER

SYDNEY—Australia's first survey on downloading and CD burning has sent alarm bells ringing. The activities are worse than record industry executives thought.

The survey was commissioned by the Australian Record Industry Assn. and conducted by Melbourne-based Quantum Market Research from a random sample of 1,000 people.

It estimated that 3.6 million Australians illegally burned a CD in a six-month period, while 3.4 million illegally downloaded music files from file-sharing services.

The activity was higher in the under-25 age group. CD burning over six months was conducted by 40% of this group compared with 22% of the general population. File sharing in one month was 26%, compared with 11% overall. Illegitimate channels account for 10.7% of all music acquired by the general Australian population. This rose to 31% for under 17s and 21% for 18-24s.

Among file sharers, the average

volume downloaded in the past month was 19.6 files (32.4 files in the 18-24 age group). Some 21% used a broadband connection, and more than 50% of file sharers admitted they later burned their music files to CD or transferred them to MP3 players.

More than 80% of people who received burned CDs say that they would "rarely" or "never" buy a copy of that CD.

More than 50% of file sharers tend not to buy music they have downloaded.

The survey claims a net decrease of 12% in CD purchasing, which ARIA identifies as being a direct result of file sharing. These are high figures; Australia's population is 20 million.

ARIA CEO Stephen Peach admits, "I am surprised, given the low penetration and high expense of broadband usage here, that consumers would opt for the lengthy dial-up services to download."

More alarming, a large amount of consumers—especially among the under-25s—were not aware that these activities were illegal.

While 57% agreed that burning CDs was stealing, only 35% under 25 thought so.

Peach says, "One question we asked was if they equated downloading without permission with stealing a CD from a store. One-third of the CD under 25s agreed. But once you took the CD out of the equation, 67% of that age group couldn't see it as theft."

One criticism leveled at the survey was its failure to acknowledge the positive effects of downloading. "Studies in the U.S. show that many consumers download to sample before they buy," says Phil Tripp, managing director of Sydney-based online publisher Immedia.

The managing director of a music retail chain adds, "Downloading [by consumers] under 25 has sparked interest in finding and buying new music."

Record label executives disagree, saying that the survey's results explain the 16% decrease in unit sales of singles during the past 12 months and the lower-than-expected chart action of high-profile teen acts.



ARIA'S PEACH AND HANSEN EXAMINING THE NEGATIVE EFFECTS OF DOWNLOADING

Sony Music CEO Denis Handlin says the band Suk Loto's Web site had 50,000 unique visits per month while it was promoting its album "Big Picture Lies."

"But there wasn't the retail sell-through that should have followed that level of interest," Handlin points out.

Peach says that there is no single solution and that it would take a combination of court action, expansion of copy-control technology, an education campaign aimed at under-25s and support for legitimate download sites to reverse the situation.

ARIA has been pursuing universities whose systems could be harboring illegal sites through the courts. In late August, three students in

Sydney will become the first people in the world to stand trial on criminal charges of Internet music piracy.

In the wake of the overseas success of Apple's iTunes store, such Australian companies as Destra Corp. and Apple Computers Australia have begun negotiating with local labels for permission to upload tracks (*Billboard*, Aug. 2).

More recently, Sydney-based independents Petrol Records and 301 Records launched online stores offering free and paid-for tracks. 301 charges \$1 Australian (\$0.65 cents) for a track and \$10.99 Australian (\$7.15) for an album.

EMI Australia and telecommunications giant Telstra also confirm plans to offer paid downloads by the end of the year.

Weakerthans Produce Sturdy 'Reconstruction'

BY LARRY LeBLANC

TORONTO—One of the more unconventional mainstream breakouts this year may come from Canada's idiosyncratic pop-punkers the Weakerthans.

The band's imposing new album, "Reconstruction Site," will be released Aug. 26 in North America on Epitaph Records, in Europe on Burning Heart Records and in Australia on Shock Records.

Following two independently issued albums, "Fallow" (1998) and "Left and Leaving" (2000), the Weakerthans signed with Los Angeles-based Epitaph for North America after being approached by label owner Brett Gurewitz, who saw the group perform there last year.

"We feel very lucky to be able to work with them," Epitaph CM Dave Hansen says. "People here were fans of their records."

The band's vocalist/guitarist/songwriter John K. Samson—who has just returned home to Winnipeg, Manitoba, after a four-show European tour in late July—says, "We signed with Epitaph before they had heard the album. We made the record ourselves. Epitaph only heard a couple of demos."

In the six years since the band formed, it has toured almost constantly throughout North America and has earned Europe six times. It begins another extensive North American tour Sept. 4.

"We are going to build our marketing around their touring," Hansen says. "The band is a critics' darling and sold 20,000 records [worldwide] on their last release. We're looking to expand the rock n' roll market more into an upper demo. We will be doing some lifestyle marketing at movie theaters, hotels and coffeehouses to get the music heard. We will also focus on different retail accounts than in the past."



THE WEAKERTHANS, GETTING STRONGER BY THE ALBUM

Tommi Maruyama, managing director of Epitaph in Toronto, predicts that the new album will break the Weakerthans into a wider market, particularly in Canada.

"The band has been a best-kept secret [in the mainstream] in Canada outside of the prairies. They aren't going to be the best-kept secret anymore, because this record has a wide appeal."

The act's longtime booker, Rob Zifarelli of Paquin Entertainment Agency in Toronto, says, "This is a band that can play to 1,000 people in every market in Canada, but most people in the [Canadian] music industry don't know who they are."

Originally a bassist with Winnipeg speed-punk act Propaganda for five years, Samson formed the Weakerthans with bassist John Sutton and drummer/keyboardist Jason Tait from G7 labelmate Red Fisher. Guitarist Stephen Carroll, who also plays pedal and lap steel guitar, joined after the debut.

Carroll now co-manages the band with Toronto-based manager Shauna de Cartier.

When the band started out, nobody in Canadian punk circles knew what to expect from Samson after his stint with Propaganda, an outfit renowned for its hard-line political stance.

The musically stark "Fallow" was a clearing house of post-adolescent angst for Samson. But after hooking up with Toronto producer Ian Blurtont for follow-up "Left and Leaving" and embedding acoustic and steel guitar and Rhodes piano into its lyric-driven music, the band broke new ground.

On "Reconstruction Site," again produced by Blurtont, Samson has continued with his unorthodox writing approach. Each song is again structured in a narrative form, while the band is wonderfully cohesive.

"This record is quite inspired by short stories," Samson says. "Any other writing I do I cannibalize for my music."

Though the members of the Weakerthans are geographically split—Sutton and Tait reside in Toronto—the band's independent stance stems from its birth in Winnipeg. It is a product of the city's close-knit music community, in which acts are encouraged to operate on their own terms. In contrast with Toronto, where all of the major labels are, there is no industry pressure to conform.

"I've never met a major-label A&R guy here," Samson says. "Winnipeg has always had an isolated scene. It is really well-developed, and there's a lot of camaraderie. It can be too small—like any medium-size city scene—but the benefits outweigh the problems."

"I like it here," he continues. "It's the place I understand best. It's the place where I was born and grew up. I feel a certain duty to the place, but also my family is here, my partner is here and my dog is here."

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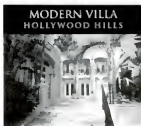
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Programming

White Stripes' 'Army' Comes Active Rock

BY BRAM TEITELMAN

When the neo-garage sound of bands like the Strokes, the Hives and the White Stripes broke through in 2002 (*Billboard*, Dec. 21, 2002), it was largely absent from active and mainstream rock radio, with many dismissing the sound as a fad. But after a year in which neo-garage was supposed to separate modern and active rock radio, the Stripes' "Seven Nation Army" goes 25-22 this week at active rock.

It helps that "Seven Nation Army" has a more straightforward rock feel than the band's previous singles. "I go more sonically on a song than anything else," KAZR (Lazer 103) Des Moines, Iowa, PD Sean Elliott says. "If there's a modern rock song that has been No. 1 for weeks on end, like the White Stripes, without a modern in the market, it makes sense to embrace a record like that. And sonically, it's not too much of a stretch than anything else we're playing."

Consultant Ken Anthony of Radio Think Tank agrees. "When the new track came out, I—along with certain active PDs and consultants—thought that because they're a modern band, maybe we shouldn't deal with them, even though the song sounds like it could be an early AC/DC track. But now, this record, band and song are so big that I don't think active rock can ignore them anymore."

Many stations say that the song's immediate reaction and familiarity with listeners helped them decide to continue playing it. "Seven Nation Army" won our [new music segment] "Cage Match" pretty resoundingly several nights in a row," KUFO Portland, Ore., operations manager Dave Nurnme says. "And there's a general buzz on this record that has taken it beyond its format boundaries at modern rock. I don't think that listeners think in terms of 'active' or 'modern'; they just know whether they've heard the song before and if they like it."

On KAZR, "it was really the phones on that record," Elliott says. "The phones would ring ringing after the radio had heard it once or twice on the radio station. It was our No. 1 phone record, and we really weren't playing it. We figured that there was definitely something happening on that record."

GRADUAL PUP AT ACTIVE

V2 senior VP of promotion Matt Pollack felt relieved that "eventually, knowing this band's lineage and influence," Seven Nation Army "would work at rock."

Pollack says that more than 90% of the modern and active audience is shared. "There's very little delineation between the two. I knew it would just be a matter of time before that cross-

over audience had to be able to speak up. I'd get active rock guys saying their [core listeners] were familiar with the song and their passion scores were through the ceiling, and they weren't even playing it."

Yet V2 didn't come out of the gates attempting to get active airplay for the White Stripes. "It was really born more of a patience game in trying to create an undeniable and compelling story for the active guys," Pollack continues.

"We never wanted to be force-feeding them something. It has always been about 'tomorrow' with this band as opposed to 'this second.' We didn't really put the pedal down; we just made PDs aware of what was going on about the band."

When the time came to bring in active rock, Pollack told active PDs "to get in touch with their audience in the



THE WHITE STRIPES: NO FLASH IN PAN

form of research and tell us what they were saying. There was some reluctance at first, but some PDs realized that there was nothing to lose. With the modern saturation going the way it has gone, it's clearly coming back with their core."

Still, there was some trepidation about playing a band that many viewed as exclusively modern rock. WTXF (the Fox Louisville, Ky., operations manager Michael Lee says, "I took me a while to warm up to it, but the more I listened to it, the more I thought that it wasn't a pop-punk song; it was just a good song."

Lee adds that he had never considered playing anything by the White Stripes before and says that anything else by them will be considered on a song-by-song basis.

Elliott says he took a cautious approach on that record, even when the phones were blowing up for it."

Perhaps it initially made the most sense for active stations without modern competition to play the song first.

Elliott says that it "definitely helps out" that there isn't a modern station in Des Moines. "We'll look at the big modern records that are outside of what we normally do, because we have the luxury of no modern in the market. So we can take a chance on some

really large records at that format that really seem to be proving themselves and start them out at nights. We're not playing the White Stripes in afternoon drive yet—we are just getting it going after 7 p.m. that's where a record like that really makes sense for us"—at least for now.

LIKE A GIANT WART?

Yet "Seven Nation Army" is doing well even in markets where modern stations are pounding the record, perhaps because of the song's recognition.

"If the modern competitor has invested 800 spins in the song, there must be some sort of recognition," Pollack says. "Sure enough, nine times out of 10, it comes back hugely familiar and possible."

"We have a competitor in Reno, KZQR, that has been pounding the song, and we just added it at KDOT," Anthony says. "We looked at it like someone walking into a party with a giant on their face. No matter how hard you try, you can't ignore it."

"At the end of the day, only a small, select group of [listeners] are able to differentiate the fact that station A has been playing it for the last three months and now station B is playing it," Anthony continues. "For all intents and purposes, they may feel like they've heard it on both stations the whole time."

Even with modern WLRS in town, Lee doesn't think his audience had heard the song there. "Before we started playing it, we really never got any calls for it," he says. "When we did start playing it, we started getting some calls from people asking what it was. Then some conversations about it got started on the message board on our Web site, which led us to put up a poll to see what people thought about it. It came up 73% positive."

Pollack says that active airplay augmenting modern has helped the album's sales. "We had top 50 sales in Minneapolis for the longest time, and when [KJZZ] 93X hit it and put it into power a few weeks later, the record shot from No. 48 to No. 4 in a week. I've never seen such a massive jump in my career. We were seeing reactions like that all over the place."

Pollack says even modern was hesitant at the beginning of the "Seven Nation Army" campaign. "We had at least 15 stations in the modern panel tell us that they would never play this band as long because they thought the band was just a flash in the pan. Now they're not only playing them but having huge success with them."

"The beauty of what we do is the fact that left-field records happen, and when they do, they happen huge," Pollack continues. "Then they create trends and clones afterward."

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Talking 'Bedroom' music

By Carla Hay

Making the music for last year's award-winning movie "In the Bedroom" epitomized the credo "less is more" because only 25 minutes of music was used in the two-hour picture.

"In the Bedroom" composer Thomas Newman, screenwriter-director Todd Field and music editor Bill Bernstein talked about the challenges and rewards of the sparse use of music during a discussion at the Reporter/Billboard Music Conference on Oct. 12. The discussion by THR's editor-in-chief, Paula Delaney, featured clips from the film and the filmmakers' music was used.

Newman

Field joked, "I called Bo up and said, 'I know you haven't seen this movie yet, but if you love your daughter and want to see your kids again, you'll call Thomas.' And he did."

Newman said he had not read the script when he first saw the movie, adding, "Sometimes it isn't good idea for a composer to read the script before you see the movie, because you can't



Burnett is talk of THR/Billboard chat



Burnett

Staff report

Multiple Grammy winner T Bone Burnett will be the featured artist at the inaugural The Hollywood Reporter/Billboard Film & TV Music Conference, scheduled for Oct. 10-12 at the Renaissance Hollywood Hotel.

The recording artist/songwriter/producer will discuss the creative and commercial aspects of developing music for film in a question-and-answer session.

See BURNETT on page 79



'Frida's' melody of love Music confab hears director, composer

By Carla Hay

Director Julie Taymor and composer Elliot Goldenthal gave an inside look at the



"Frida" helmer Julie Taymor praises composer Elliot Goldenthal.

The Anatomy of 'Drumline'

Staff report

Fox Music president Robert Kraft turned the confab into a percussive palaver as he previewed scores from Fox's viewed comedy about university football-stadium marching bands. Kraft led a decimating band of the film's musical elements for an audience of composers, music supervisors and industry types. "It's a film," Kraft said.

Fox Music

play how the initial layer of drum-and-bugle sound became augmented by dialogue score, crowd noises and earth-shaking sonic elements that nearly shook the room.

Participants debated whether there will be enough demand for an album full of "some" . . . untuned

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Billboard Bulletin

DAILY NEWS FOR THE INTERNATIONAL MUSIC INDUSTRY

Listen Links With Electronics Firms

Listen.com will offer a free one-month Rhapsody subscription to consumers of select computer-to-stereo transmission products. The offer, to be announced today, will come with certain products from electronics companies Jensen/Recoton Corp., Stereolink, Terk Technologies, and U.S. Robotics.

Products covered by the deal transmit audio signals from consumers' desktop speakers to their stereo receivers, either wirelessly or via a connecting cable.

Consumers who purchase the products from the online stores of Jensen/Recoton, Stereolink, and U.S. Robotics will qualify for the free Rhapsody offer. Terk consumers must purchase through retail partners the Good Guys or Circuit City. Listen.com feature the products available. Brian Garrity, N.Y.

Labels, Artists At Stalemate In Talks On '7-Year Statute'

Monday's meeting between both sides of the issue on California's "seven-year statute" was a "waste of time," according to a source who was present at the Sacramento gathering (Bulletin, April 23). The three-hour meeting was called by California Sens. John Burton, D-San Francisco, and Judiciary chair Martha Escutia, D-Montebello, to discuss a possible compromise on the issue. In addition to the Sacramento meeting, the body's negotiator, David Altman, and his legal counsel, Jay Cooper, co-counsel for the Recording Artists' Coalition, and managers Irving Azoff and Jim Guerinot, were also present. The RIAA declined to comment. Escutia is expected to decide today if the judiciary committee will go forward with another hearing on the issue that had been scheduled for Friday in L.A.

Sen. Kevin Murray, D-Culver City, who introduced the bill, admits to Bulletin, "I was disappointed in the meeting because we believed we were close to reaching a compromise." He says he intends to go forward with the bill.

U.S. House of Representatives
Kevin Murray, D-Culver City, introduced the bill.

Tonos Names C

Tonos Entertainment network founded by Carole Bayer Sager, David Foster, and Ken Caillat.

Melinda Newman

Trans W-

Melinda Newman

DEVELOPMENTS



Charts

SALES / AIRPLAY / TRENDS / ANALYSIS



Bad Boys Prop Droopy Chart

The top spot on The Billboard 200 looks relatively healthy, as the S. Diddy-designed "Bad Boys II" soundtrack notches its third week at No. 1. But the rest of the chart looks kind of droopy. That pattern should seem familiar by now, because that has been the picture during most weeks of 2003.



COMBS: HIS 'BAD BOYS' ARE
DOING VERY WELL

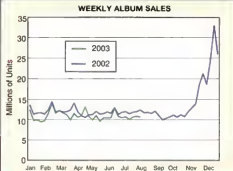
Granted, the chart-leading soundtrack weighs in at a modest 155,000 copies—a sum that was exceeded by each of the top six albums during the same week last year, when Bruce Springsteen entered at No. 1 with 525,000 units. But, given the fast evaporation that big hip-hop albums often see, the 21% decline by "Bad Boys II" in its third week actually represents strong continuity for this genre.

So, with Nielsen SoundScan estimating album sales down 8.6% from the same time last year (see Market Watch, right), the closest the music industry can claim to a win right now is that it is losing by a smaller score than it did in 2002.

In the 31st week last year, album sales were down 10% compared with the same point of 2001. That hole got deeper

Market Watch

A Weekly National Music Sales Report



WEEKLY ALBUM SALES

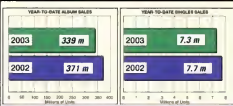
This Week 10,626,000 This Week 2002 12,401,000
Last Week 10,839,000 Change -14.3%

Change -2.0%

SINGLES SALES

This Week 282,000 This Week 2002 209,000
Last Week 285,000 Change -34.9%

Change -1.1%



YEAR-TO-DATE OVERALL UNIT SALES

2002 **2003**

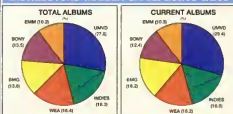
Total	378,426,000	345,999,000	(-8.6%)
Albums	370,712,000	338,711,000	(-8.6%)
Singles	7,714,000	7,288,000	(-5.5%)

YEAR-TO-DATE SALES BY ALBUM FORMAT

2002 **2003**

CD	350,818,000	326,774,000	(-6.9%)
Cassette	18,998,000	10,887,000	(-42.7%)
Other	896,000	1,050,000	(+17.2%)

DISTRIBUTORS' MARKET SHARE 6/30/03-5/30/03



TOTAL ALBUMS **CURRENT ALBUMS**

UMGV	19.2%	16.2%	13.8%	13.5%	10.2%
BMG	16.2%	15.2%	12.6%	12.4%	10.3%
SONY	15.2%	14.2%	11.8%	11.6%	9.8%
EMI	14.2%	13.2%	10.8%	10.6%	8.8%
WEA	13.2%	12.2%	9.8%	9.6%	8.0%

Total Albums **Current Albums** **Total Singles**

For more news, visit www.billboard.com. Compiled from a national sample of charted artists and sales reports collected, compiled and provided by Nielsen SoundScan.

Celia Sets Cruz To Top

The career of Afro-Cuban singer **Celia Cruz** began in the 1940s, but the popular Latin star never appeared on The Billboard 200 in her lifetime. Cruz, who died July 16, made her posthumous debut on the album chart three weeks ago with "Hits Mix" (Sony Discos), which rises 142-106 this issue. Two other Cruz albums enter the survey in the upper half: "Regalo del Alma" (Sony Discos) is new at No. 40, and "Exitos Eternos" (Universal Latino) opens at No. 95.

While her chart span on The Billboard 200 only covers three weeks, Cruz was a frequent visitor to the Top Tropical Albums tally. Since December 1985, 18 of her albums have appeared on this chart. Of those, 11 made the top 10. She has a cumulative total of 335 weeks on the Tropical list.

Cruz continues to have an impact on the Tropical chart after her passing. This issue, she has the top five titles, plus three other albums in the top 20.

'DANCE' PARTNER: Richard Marx has his first top 40 hit as a songwriter on The Billboard Hot 100 in more than 2½ years. "Dance With My Father" (J), which Marx wrote with Luther Vandross, moves 46-18. Marx was last in the top 40 as the solo composer of "This Promise You," an 'N Sync song that peaked at No. 5 the week of Dec. 2, 2000. Before that, Marx was in the top 40 in summer 1994, when his own "The Way She Loves Me" peaked at No. 40.

Vandross was last in the top 40 as an artist in August 2001.

Over the Counter.

By Geoff Mayfield
gmayfield@billboard.com



during the final five months, closing 2002 at about 681 million, down 10.7% from 2001. Last year also marks the first time since 1997—when the year-end sum was 635.5 million copies—that album volume was below 700 million.

If the year-end tally in 2003 shows less than a 10% deficit from 2002, we will likely fall below that 1997 sum but could still exceed the 616.6 million album volume set in 1996.

CELLULOID SONICS: Believe it or not, P. Diddy's "Bad Boys II" is the first soundtrack since "Titanic" to head The Billboard 200 for three consecutive weeks.

The new "Bad Boys" album is the sixth soundtrack to reach No. 1 since "Titanic" stitched together its 16-week reign in 1998. Of those, last year's Eminem vehicle, "8 Mile," logged the most weeks at No. 1—four—but they were not consecutive. No soundtrack reached the top of The Billboard 200 in 1999, 2000 or 2001.

Another soundtrack, also from a sequel film, wins the big chart's Greatest Gainer, as "American Wedding" vaults 67-44 with a 44% gain over the prior week. This is the seventh time in 2003 that a soundtrack has posted the chart's largest unit increase, with "8 Mile" owning two of those frames.

LATIN TREATS, CHART FEATS: The music of Brazil helps classical cellist Yo-Yo Ma earn the largest Nielsen SoundScan

(Continued on page 58)

Chart Beat

By Fred Bronson
fbronson@billboard.com



when "Take You Out" peaked at No. 26. Before that, Vandross' most recent top 40 hit was "Dilemma" (J) duet with Mariah Carey on "Endless Love" in October 1994.

"Dance With My Father" is the 12th Vandross song to reach the top 40 out of 25 chart entries. He first appeared on this chart the week of Oct. 10, 1981, with "Never Too Much," which peaked at No. 33.

DRIFTERS: Uncle Kracker & Dubie Gray continue to lead the Adult Contemporary chart, as "Drift Away" (Lava) rules for an 11th week. In the history of this chart, only 23 songs have remained in pole position for 11 weeks or more. Kracker and Gray won't need many more weeks on top to work their way up this list: Only 10 songs have been No. 1 for 13 weeks or more, and only six have reigned for 15 weeks or more.

MERCY, MERCY: MercyMe has two CDs in the top five of the Top Christian Albums chart. "Almost There" (INO/Word-Curb) holds 2-2, while "Spoken For" rockets 12-3. The group is the third act this year to occupy two slots in the top five of this chart. Michael W. Smith's "Worship" and "Worship Again" were in the top five in three different weeks in January and February. Also in February, Bill & Gloria Gaither & Their Homecoming Friends were in the top five with "Heaven" and "Going Home."

Sales data compiled by
Nielsen
SoundScan

LAST WEEK	THIS WEEK	ARTIST	INFORMATION & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
1	1	SOUNDTRACK VARIOUS ARTISTS LIVE AT THE MONTICELLO (10/16/03)	NUMBER 1	3 Weeks At Number 1	1
2	2	VARIOUS ARTISTS LIVE AT THE MONTICELLO (10/16/03)		New 13	2
3	5	BEYONCÉ COLUMBIA SONY MUSIC (10/16/03)		Dangerously In Love	1
4	10	EVANESCENCE JIVE (10/16/03)		Fallen	3
5	6	CRINGY DISCOTHEQUE THE PLACE 8887/CAPITOL (10/16/03)		Jackpot	2
6	10	LSG ELEVEN ELEVEN (10/16/03)	HOT SHOT DEBUT	LSG2	6
7	12	50 CENT G-UNIT/INTERSCOPE (10/16/03)		Get Rich Di Die Tryin'	1
8	9	ASHANTI MCA/IMP (10/16/03)		Chapter II	1
9	3	MYA ARND BRONKHORST/INTERSCOPE (10/16/03)		Moodring	3
10	13	NORAH JONES REAL MUSIC (10/16/03)		Come Away With Me	1
11	4	JANE'S ADDICTION CAPITOL (10/16/03)		Strays	4
12	15	LINKIN PARK WARRNER BROS. (10/16/03)		Meinero	1
13	14	LUTHER VANDROSS JIVE (10/16/03)		Dance With My Father	1
14	19	CHER WARRNER BROS. (10/16/03)		The Very Best Of Cher	4
15	11	MICHELLE BRANCH WARRNER BROS. (10/16/03)		Heart Paper	2
16	11	BROOKS & DUNN ARND BRONKHORST/INTERSCOPE (10/16/03)		Red Dirt Road	4
17	22	COLDPLAY CAPITOL (10/16/03)		A Rush Of Blood To The Head	5
18	23	SEAN PAUL JIVE (10/16/03)		Dutty Rock	9
19	21	TOBY KEITH WARRNER BROS. (10/16/03)		Unleashed	1
20	26	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)		The Lizzie McGuire Movie	6
21	24	KELLY CLARKSON MCA (10/16/03)		Thankful	1
22	28	STAINED JIVE (10/16/03)		14 Shades Of Grey	1
23	34	LIK JON & THE EAST SIDE BOYZ MCA (10/16/03)		Kings Of Crunk	15
24	20	METALLICA MCA (10/16/03)		St. Angel	1
25	41	CHRISTINA AGUILERA JIVE (10/16/03)		Stripped	2
26	29	GOOD CHARLOTTE JIVE (10/16/03)		The Young And The Hopeless	7
27	32	AUDIOSLAVE JIVE (10/16/03)		Audioslave	7
28	31	311 JIVE (10/16/03)		Evolver	7
29	32	BLACK EYED PEAS ARND BRONKHORST/INTERSCOPE (10/16/03)		Blephunk	30
30	24	LONESTAR MCA (10/16/03)		From There To Here: Greatest Hits	7
31	27	SHANIA TWAIN MCA (10/16/03)		Up!	1
32	33	JOE CRANES JIVE (10/16/03)		Joe Cranes	33
33	27	THE BEACH BOYS CAPITOL (10/16/03)		The Very Best Of The Beach Boys: Sounds Of Summer	16
34	25	ANNIE LENNOX JIVE (10/16/03)		Bare	4
35	18	MONICA JIVE (10/16/03)		After The Storm	1
36	42	KENNY CHESNEY JIVE (10/16/03)		No Shirts, No Shoes, No Problems	1
37	39	THE WHITE STRIPES WARRNER BROS. (10/16/03)		Elephant	6
38	42	TRINAI JIVE (10/16/03)		My Private Nation	6
39	40	CELIA CRUZ JIVE (10/16/03)		Regalo Del Alma	40
40	44	R. KELLY JIVE (10/16/03)		Chocolate Factory	1
41	39	THREE & MAPA WARRNER BROS. (10/16/03)		Da Unbreakables	1
42	40	JIMMY BUFFETT WARRNER BROS. (10/16/03)		Meet Me In Margaritaville: Jimmy Buffett The Ultimate Collection	9
43	47	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)	GREATEST GAINER	American Wedding	44
44	48	FAROUKUS JIVE (10/16/03)		Street Dreams	3
45	59	JUSTI TIMBERLAKE JIVE (10/16/03)		Justified	2
46	57	VARIOUS ARTISTS WARRNER BROS. (10/16/03)		Worship Together: I Could Sing Of Your Love Forever	39
47	56	JEWEL JIVE (10/16/03)		0304	2
48	51	MATCHBOX TWENTY JIVE (10/16/03)		Mere Than You Think You Are	6
49	52	THE ALL-AMERICAN REJECTS JIVE (10/16/03)		The All-American Rejects	25
50	69	JOHN MAHER JIVE (10/16/03)		Room For Squares	6
51	53	GINUINE JIVE (10/16/03)		The Sealer	6
52	41	RADIOHEAD JIVE (10/16/03)		Hail To The Thief	3
53	45	JACK JOHNSON JIVE (10/16/03)		De And On	3
54	43	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)		2 Fast 2 Furious	5
55	16	THIRCE JIVE (10/16/03)		The Artist In The Audience	16
56	10	PAT GREEN JIVE (10/16/03)		Wave De Wave	10
57	63	TRAPT JIVE (10/16/03)		Trapt	42
58	71	MERCYME JIVE (10/16/03)		Almost There	59
59	53	TRACE ADKINS JIVE (10/16/03)		Greatest Hits Collection, Volume 1	9
60	79	3 DOORS DOWN JIVE (10/16/03)		Away From The Sun	8
61	68	CELINA DION JIVE (10/16/03)		Die Heart	2
62	64	LIL' KIM JIVE (10/16/03)		La Bella Mafia	5
63	66	EMINEM JIVE (10/16/03)		The Eminem Show	1
64	50	LUNAR JIVE (10/16/03)		Amor Fantasma	22
65	80	TIM MCGRAW JIVE (10/16/03)		Tim McGraw And The Dancehall Doctors	2
66	85	RASCAL FLATTS JIVE (10/16/03)		Mud	5
67	70	JASON MRAZ JIVE (10/16/03)		Waiting For My Rocket To Come	64
68	65	THE TARIS JIVE (10/16/03)		So Long, Amor	24
69	64	AVRIL LAVIGNE JIVE (10/16/03)		Let Go	2
70	68	THE ISLEY BROTHERS FEATURING RONALD ISLEY JIVE (10/16/03)		Body Kiss	1
71	27	EVE JIVE (10/16/03)		It's All In Your Head	27
72	69	SIMPLE PLAN JIVE (10/16/03)		No Pads, No Helmets...Just Balls	36
73	47	GEORGE STRAIT JIVE (10/16/03)		Honkytonkville	5
74	88	GODSMACK JIVE (10/16/03)		Faceless	1
75	87	UNCLE KRACKER JIVE (10/16/03)		No Stranger To Shame	43
76	89	DAVID BANNER JIVE (10/16/03)		Mississippi: The Album	9
77	86	KID ROCK JIVE (10/16/03)		Cerchy	3
78	89	YO-YO MA JIVE (10/16/03)		Orchestra Breeze	79
79	88	KISS JIVE (10/16/03)		Symphony: Alive IV	18
80	93	SARAH BATH JIVE (10/16/03)		Harmon	29
81	93	JOE BUDEN JIVE (10/16/03)		Joe Budden	8
82	97	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)		Charlie's Angels: Full Throttle	12
83	94	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)		Devil: The Album	9
84	94	SOUNDTRACK VARIOUS ARTISTS/INTERSCOPE (10/16/03)		Pirates Of The Caribbean: The Curse Of The Black Pearl	64
85	94	THALIA JIVE (10/16/03)		Thalia	11
86	94	BUDDY JEWELL JIVE (10/16/03)		Buddy Jewell	13
87	94	VARIOUS ARTISTS JIVE (10/16/03)		New 12	3
88	94	AFI JIVE (10/16/03)		Slay The Sorrow	6
89	127	KEM JIVE (10/16/03)	PACESETTER	Kemistry	90
90	127	DA BRAT JIVE (10/16/03)		Limbo, Lay & Nitcheah	17
91	102	MARON 5 JIVE (10/16/03)	HEATSEEKER IMPACT	Sings About Jane	92
92	101	KIDZ BOY KIDS JIVE (10/16/03)		Kidz Boyz	17
93	94	COLD JIVE (10/16/03)		Year Of The Spider	3
94	94	CELIA CRUZ JIVE (10/16/03)		Exhorts Escapes	95
95	94	VARIOUS ARTISTS WARRNER BROS. (10/16/03)		Totally Hip Hop	48
96	94	LEO ZEPPULIN JIVE (10/16/03)		How The West Was Won	1

LAST WEEK	THIS WEEK	ARTIST	IMPINT & NUMBER/DISTRIBUTING LABEL	Title	LAST WEEK	THIS WEEK	ARTIST	IMPINT & NUMBER/DISTRIBUTING LABEL	Title			
98	111	96	NEW! NEW! A.C. WELLS (A.C. WELLS) (A.C. WELLS)	Nellyville	1	149	158	76	1 HOT HOT HEAT SUN PUPP (158) (158)	Make Up The Breakdown		
99	92	74	THE PETER MALICK GROUP FEATURING NORAH JONES	New York City	54	100	141	89	RLU CANTRELL RECORDS (141) (141)	Bittersweet		
100	98	88	FLEETWOOD MAC	Say You Will	3	101	133	36	JOSH GROBAN	Josh Groban		
101	122	112	KEITH URBAN	Golden Road	11	102	107	16	MARLYN MANSON NORTON BROS. (102) (102)	The Golden Age Of Gnostice		
102	95	79	BOHE CRUSHER	AtenCHU!	11	103	127	16	TYRESE	I Wenes Go There		
103	86	9	VARIOUS ARTISTS ONE DAY SUMMIT (103) (103)	Vans Warped Tour 2003 Compilation	21	104	123	108	THE MARS VOLTA FLOES (104) (104)	De-Leased In The Cemetery		
104	83	9	LIZ PHAIR	Li Phair	27	105	116	4	GANG STARR UNION (105) (105)	The Onwars		
105	105	20	MERCYME	Spoken For	41	106	99	9	YELLOWCARD CAPTIVE (106) (106)	Ocean Avenue		
106	142	163	CELIA CRUZ	Hits Mix	106	107	156	46	DISTURBED	Believe		
107	64	44	MACY GRAY	The Trouble With Being Myself	44	108	154	46	ELTON JOHN	Greatest Hits 1970-2002		
108	104	100	SOUNDTRACK	Chicago	2	109	163	151	38	THIRD DAY EAST (109) (109)	Offerings II: All I Have To Give	
109	126	128	STACIE ORRICO	Stacie Orrico	59	110	160	150	DARRELL WORLEY	Have You Forgotten?		
110	87	86	DANIEL BEDINGFIELD	Gotta Get Thru This	41	111	162	168	FOUNTAINS OF WAYNE EAST (111) (111)	Welcome Interstate Managers		
111	112	98	CHEVELLE	Wonder What's Next	14	112	167	143	JENNIFER LOPEZ	This Is Me...Then		
112	106	103	JAMES TAYLOR	The Best Of James Taylor	11	113	152	206	JAHEIM	Still Ghetto		
113	117	102	DIJAVE CHICKS	Home	1	114	165	161	34	R&K	Predominant!	
114	97	97	BRONCO: EL GIGANTE DE AMERICA	Siempre Atrio	97	115	174	62	DWIGHT YOAKAM	Population: Me		
115	154	154	BRAND NEW	Oye Emenda	63	116	166	9	QUEENSRYCHE	Tribe		
116	109	91	STEELEY DAN	Everything Must Go	9	117	164	9	SOUNDTRAX	Masked And Anonymous		
117	55	5	SUPERJONIC RITUAL	A Lethal Dose Of American Hatred	55	118	160	107	4	BERING STRAIT	Bering Strait	
118	129	126	VARIOUS ARTISTS	WOW Worship (Yellow)	44	119	148	111	19	SOUNDTRACK	The Matrix Reloaded: The Album	
119	120	105	MARSHALL CROSBIE	Greatest Hits	5	120	144	137	3	MICHAEL MCDONALD	Metrore	
120	135	116	SMILE EMPTY SOUL	Smile Empty Soul	115	121	160	138	3	MEST	Meat	
121	140	130	JOE NICHOLS	Max With A Memory	72	122	171	161	19	LESS THAN JAKE	Anthem	
122	116	92	JOHN NELSON & FRIENDS	Love And Kicks	42	123	173	164	96	SWITCHFOOT	The Beautiful Land	
123	100	119	JO DE MESSINA	Greatest Hits	14	124	176	165	124	10	50 CENT	The New Breed
124	135	132	SANTANA	Shamen	1	125	168	164	44	SOUNDTRACK	8 Mile	
125	147	141	SOUNDTRACK	Disney's Kim Possible	125	126	169	9	1	VIOLENT J	Wizard Of The Hood (EP)	
126	74	7	VARIOUS ARTISTS	Reggae Gold 2003	43	127	185	172	34	MUVDAYNE	The End Of All Things To Come	
127	40	4	KEITH MURRAY	He's Keith Murray	40	128	178	141	81	HEATHER HEADLEY	This Is Who I Am	
128	114	99	LOS TIGRES DEL NORTE	Herencia Musical: 20 Carrones Inolvidables	67	129	170	156	49	QUEENS OF THE STONE AGE	Songs For The Deaf	
129	155	157	ALISON KRAUSS + UNION STATION	Live	36	130	180	159	9	NEWSBOYS	Adoration: The Worship Album	
130	165	163	JOHN MAYER	Any Given Thursday	17	131	187	158	91	SOUNDTRACK	Lizzie McGoire	
131	168	167	SOUNDTRACK	Freesty Friday	181	132	193	165	3	FLOEYCE	Flaotic	
132	124	104	GUSTER	Keep It Together	35	133	187	170	36	THE ROOTS	Pharosync	
133	169	167	MISFITS	Project 1950	134	177	177	177	8	SOUNDTRACK	Lars Craft, Tomb Raider: The Cradle Of Life	
134	129	129	LIVE	Blind Of Play	28	135	190	190	9	EARS SCRUGGS/DOC WATSON/RICKY SKAGGS	The Three Pickers	
135	134	134	KENNY G	Ultimate Kenny G	42	136	173	123	17	ISA MARIE PRESLEY	To Whom It May Concerns	
136	118	118	WEIRD AL YANKOVIC	Poodle Hat	17	137	180	17	1	SARAI	The Original	
137	132	132	POD FIGHTERS	One By One	3	138	187	187	3	COUNTING CROWS	Hard Candy	
138	132	132	RED HOT CHILI PEPPERS	By The Way	2	139	182	153	83	RANDY TRAVIS	Rise And Shine	
139	146	134	ROONEY	Rooney	132	192	166	36	THE USED	The Used		
140	131	131	FRANKIE J	What's A Man To Do?	53	191	182	63	LYNNRY SKYNNRY	Victious Cycle		
141	137	122	ROD STEWART	It Had To Be You... The Great American Songbook	4	192	183	12	ALKALINE TRIO	Good Mourning		
142	191	94	DEPTONES	Dehtones	2	193	157	113	8	VARIOUS ARTISTS	Tenity R&B	
143	125	95	TRACY BYRD	The Truth About Men	33	200	190	199	90	PINK	Misadventure	
144	120	120	SOUNDTRACK	How To Love A Gay In 10 Days	96	193	183	139	6	VENETTITA RED	Between The Never And The Now	
145	135	135	T.A.T.U.	200 KMH In The Wrong Lane	13	184	160	179	9	LUCINDA WILLIAMS	World Without Tears	
146	140	140	MONTGOMERY GENTRY	My Town	26	194	182	182	3	VARIOUS ARTISTS	Rapine Disney Jams, Vol. 5	
147	151	125	JIMMY WAYNE	Jimmy Wayne	64	195	167	36	SNOOP DOGG	Paid The Cost To Be De Ba\$S		
148	119	101	SOUNDTRACK	American Idol Season 2: All-Time Classic American Love Songs	2	199	187	187	43	THE ROLLING STONES	Fire Fucks	
149	120	120	FLEETWOOD MAC	The New Road Of Fleetwood Mac	12	200	187	187	43	FLEETWOOD MAC	The New Road Of Fleetwood Mac	

* All units with the greatest sales gains this week. ** Recording Industry Association of America (RIAA) certification for net shipment of 500,000 album units (Gold). *** RIAA Certification for net shipment of 1 million units (Platinum). **** RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates artist's multi-platinum level. For lowest sales, red double albums with a negative time of -100 minutes or more; the RIAA multiples shipments by the number of discs and/or tapes. RIAA Latin awards: Certification for net shipment of 100,000 units (Oro). * Certification of 200,000 units (Platina). ** Certification of 400,000 units (Diamante). Album indicator (A), Single indicator (S), CD indicator (C), Double indicator (D), and CD single indicator (CS) are used to denote format type and release type. (M) refers to music video releases. © 1997, Nielsen Music Inc., an A&E company.

AUGUST 14 2003		Billboard TOP BLUES ALBUMS™		Sales data compiled by Nielsen SoundScan	
LAST WEEK	THIS WEEK	ARTIST	MPHNT # NUMBER/DISTRIBUTING LABEL	Title	
1	1	JOHN MELLENCAMP	107 NUMBER 1 (3W)	Trouble No More	8 Weeks At Number 1
2	2	VARIOUS ARTISTS	106 NUMBER 1 (3W)	Get The Blues Vol. 2	15 Weeks At Number 1
3	3	INDIGENOUS	105 NUMBER 1 (3W)	Indigenous	10 Weeks At Number 1
4	4	VARIOUS ARTISTS	104 NUMBER 1 (3W)	Harley Davidson Motor Cycles, Racin' Home Blues	10 Weeks At Number 1
5	5	B.B. KING	103 NUMBER 1 (3W)	Reflections	10 Weeks At Number 1
6	6	JOHNNIE TAYLOR	102 NUMBER 1 (3W)	There's No Good In Goodbye	10 Weeks At Number 1
7	7	THE ROBERT CRAY BAND	101 NUMBER 1 (3W)	Time Will Tell	10 Weeks At Number 1
8	8	STEVE RAY VAUGHAN AND DOUGIE TROUBLE	100 NUMBER 1 (3W)	The Essential Steve Ray Vaughan And Dougie Trouble	10 Weeks At Number 1
9	9	BUDDY GAY	99 NUMBER 1 (3W)	Blues Singer	10 Weeks At Number 1
10	10	SUSAN TEDESCHI	98 NUMBER 1 (3W)	Well For Me	10 Weeks At Number 1
11	11	JIM BELUSHI AND ANI YAKROD	97 NUMBER 1 (3W)	Have Love Will Travel	10 Weeks At Number 1
12	12	TAJ MAHAL & HULA BLUES BAND	96 NUMBER 1 (3W)	Homage: Dream	10 Weeks At Number 1
13	13	ETTA JAMES	95 NUMBER 1 (3W)	Let's Roll!	10 Weeks At Number 1
14	14	MARCIA BALL	94 NUMBER 1 (3W)	So Many Rivers	10 Weeks At Number 1
15	15	DELBERT MCCLINTON	93 NUMBER 1 (3W)	Room To Breathe	10 Weeks At Number 1

AUGUST 14 2003		Billboard TOP REGGAE ALBUMS™		Sales data compiled by Nielsen SoundScan	
LAST WEEK	THIS WEEK	ARTIST	MPHNT # NUMBER/DISTRIBUTING LABEL	Title	
1	1	SEAN PAUL A	107 NUMBER 1 (3W)	Dutty Rock	10 Weeks At Number 1
2	2	VARIOUS ARTISTS	106 NUMBER 1 (3W)	Reggae Gold 2003	10 Weeks At Number 1
3	3	WAYNE WONDER	105 NUMBER 1 (3W)	No Holding Back	10 Weeks At Number 1
4	4	ZIGGY MARLEY	104 NUMBER 1 (3W)	Brigadeiro	10 Weeks At Number 1
5	5	VARIOUS ARTISTS	103 NUMBER 1 (3W)	Blasto Jama	10 Weeks At Number 1
6	6	JOE MARLEY AND THE WAILERS	102 NUMBER 1 (3W)	Bob Marley & The Wailers Live At The Ritz	10 Weeks At Number 1
7	7	SHAGGY	101 NUMBER 1 (3W)	Lucky Day	10 Weeks At Number 1
8	8	BUJU BANTON	100 NUMBER 1 (3W)	Friends For Life	10 Weeks At Number 1
9	9	VARIOUS ARTISTS	99 NUMBER 1 (3W)	Ultimate Reggae	10 Weeks At Number 1
10	10	BOB MARLEY AND THE WAILERS	98 NUMBER 1 (3W)	Legend (Deluxe Edition)	10 Weeks At Number 1
11	11	EASY STAR ALL-STAR	97 NUMBER 1 (3W)	Dub Side Of The Moon	10 Weeks At Number 1
12	12	SIZZLA	96 NUMBER 1 (3W)	On Real Thing	10 Weeks At Number 1
13	13	VARIOUS ARTISTS	95 NUMBER 1 (3W)	Reggae Pulse 2: Hit Songs-Jamaican Style	10 Weeks At Number 1
14	14	BEENIE MAN	94 NUMBER 1 (3W)	Tropical Storm	10 Weeks At Number 1
15	15	VARIOUS ARTISTS	93 NUMBER 1 (3W)	Reggae Gold 2002	10 Weeks At Number 1

AUGUST 14 2003		Billboard TOP WORLD ALBUMS™		Sales data compiled by Nielsen SoundScan	
LAST WEEK	THIS WEEK	ARTIST	MPHNT # NUMBER/DISTRIBUTING LABEL	Title	
1	1	SONOBURO	107 NUMBER 1 (3W)	Fride	10 Weeks At Number 1
2	2	PANJABI MC	106 NUMBER 1 (3W)	Beverly	10 Weeks At Number 1
3	3	SOUNDTRACK	105 NUMBER 1 (3W)	Bend It Like Beckham	10 Weeks At Number 1
4	4	ISRAEL KAMAKAWIO'OLE	104 NUMBER 1 (3W)	Alone In A World	10 Weeks At Number 1
5	5	CIRQUE DU SOLEIL	103 NUMBER 1 (3W)	Vortex	10 Weeks At Number 1
6	6	IBRAHIMA FERRE	102 NUMBER 1 (3W)	Banane Harmonie	10 Weeks At Number 1
7	7	VARIOUS ARTISTS	101 NUMBER 1 (3W)	Salsa Around The World	10 Weeks At Number 1
8	8	R Y COODER MANUEL GALBAN	100 NUMBER 1 (3W)	Mimbo Sencendo	10 Weeks At Number 1
9	9	OLIVER MTUKUDZI	99 NUMBER 1 (3W)	The Oliver Mtukudzi Collection	10 Weeks At Number 1
10	10	MARIZA	98 NUMBER 1 (3W)	Fado Curvo	10 Weeks At Number 1
11	11	LISA GERRARD	97 NUMBER 1 (3W)	Whole Rider - Original Soundtrack	10 Weeks At Number 1
12	12	AFROFOLKS	96 NUMBER 1 (3W)	Seed	10 Weeks At Number 1
13	13	DJ CHEBI SABAH	95 NUMBER 1 (3W)	As Far As A DJ Mix	10 Weeks At Number 1
14	14	DANIEL O'DONNELL	94 NUMBER 1 (3W)	The Daniel O'Donnell Show	10 Weeks At Number 1
15	15	DANIEL VISAN	93 NUMBER 1 (3W)	Buddha Boy V	10 Weeks At Number 1

AUGUST 15 2003		Billboard TOP CHRISTIAN ALBUMS™		Sales data compiled by Nielsen SoundScan	
LAST WEEK	THIS WEEK	ARTIST	MPHNT # NUMBER/DISTRIBUTING LABEL	Title	
1	1	VARIOUS ARTISTS	107 NUMBER 1 (3W)	Worship Together: I Could Stay Of Your Love Forever	15 Weeks At Number 1
2	2	MERCYME	106 NUMBER 1 (3W)	Almost There	10 Weeks At Number 1
3	3	MERCYME	105 NUMBER 1 (3W)	Speaks For	10 Weeks At Number 1
4	4	STACE GERRICO	104 NUMBER 1 (3W)	Stace Gerrico	10 Weeks At Number 1
5	5	VARIOUS ARTISTS	103 NUMBER 1 (3W)	WOW Worship (Vol. 2)	10 Weeks At Number 1
6	6	THIRD DAY	102 NUMBER 1 (3W)	Outrigger II: All Hail To Give	10 Weeks At Number 1
7	7	SWITCHFOOT	101 NUMBER 1 (3W)	The Breakout Sessions	10 Weeks At Number 1
8	8	NEWSBOYS	100 NUMBER 1 (3W)	Adoration: The World's Adoration	10 Weeks At Number 1
9	9	RANDY TRAVIS	99 NUMBER 1 (3W)	Blue And Shave	10 Weeks At Number 1
10	10	DONNIE MCCLURKIN	98 NUMBER 1 (3W)	Donnie McClurkin: Agony	10 Weeks At Number 1
11	11	BLANKET	97 NUMBER 1 (3W)	Two Little Doves: A Prayer For The World	10 Weeks At Number 1
12	12	VARIOUS ARTISTS	96 NUMBER 1 (3W)	Worship: A Total Worship Experience	10 Weeks At Number 1
13	13	AVAILON	95 NUMBER 1 (3W)	The Very Best Of Availon: Tenth To Live	10 Weeks At Number 1
14	14	VARIOUS ARTISTS	94 NUMBER 1 (3W)	Worship Together: The Best Of Worship	10 Weeks At Number 1
15	15	VARIOUS ARTISTS	93 NUMBER 1 (3W)	WOW Hits 2003	10 Weeks At Number 1
16	16	MICHAEL W. SMITH	92 NUMBER 1 (3W)	Worship	10 Weeks At Number 1
17	17	JEREMY CAMP	91 NUMBER 1 (3W)	Worship Songs	10 Weeks At Number 1
18	18	MICHAEL W. SMITH	90 NUMBER 1 (3W)	Worship Songs	10 Weeks At Number 1
19	19	THIRD DAY	89 NUMBER 1 (3W)	Come Together	10 Weeks At Number 1
20	20	BYRON CAGE	88 NUMBER 1 (3W)	Byron Cage	10 Weeks At Number 1
21	21	SONIC LOUD	87 NUMBER 1 (3W)	On Holy	10 Weeks At Number 1
22	22	12 STONES	86 NUMBER 1 (3W)	12 Stones	10 Weeks At Number 1
23	23	STEVEN CURTIS CHAPMAN	85 NUMBER 1 (3W)	All About Love	10 Weeks At Number 1
24	24	KIRK FRANKLIN	84 NUMBER 1 (3W)	The Return Of Kirk Franklin	10 Weeks At Number 1
25	25	MARVIN SAPP	83 NUMBER 1 (3W)	Dirty Of A Psalmist	10 Weeks At Number 1
26	26	VARIOUS ARTISTS	82 NUMBER 1 (3W)	Shout To The Lord: The Platinum Collection, Vol. 2	10 Weeks At Number 1
27	27	TOBYMAC	81 NUMBER 1 (3W)	On My Moments	10 Weeks At Number 1
28	28	POINT OF GRACE	80 NUMBER 1 (3W)	Point Of Grace	10 Weeks At Number 1
29	29	P.O.D.	79 NUMBER 1 (3W)	Satellite	10 Weeks At Number 1
30	30	BY THE TREE	78 NUMBER 1 (3W)	By The Tree	10 Weeks At Number 1
31	31	HEZEKIAH WALKER & THE LOVE FELLOWSHIP CRUSADE CHOIR	77 NUMBER 1 (3W)	Family Affair: Live At Radio City Music Hall	10 Weeks At Number 1
32	32	REBECCA ST. JAMES	76 NUMBER 1 (3W)	Win For Me: The Best From Rebecca St. James	10 Weeks At Number 1
33	33	PILLAR	75 NUMBER 1 (3W)	Long And Far	10 Weeks At Number 1
34	34	DETRICK HADDON	74 NUMBER 1 (3W)	Long And Far	10 Weeks At Number 1
35	35	JACI VELASQUEZ	73 NUMBER 1 (3W)	The Anatomy Of The Temple In Chains	10 Weeks At Number 1
36	36	RELENT K	72 NUMBER 1 (3W)	Ready To Fly	10 Weeks At Number 1
37	37	NICHOLE NORDEMAN	71 NUMBER 1 (3W)	Ready To Fly	10 Weeks At Number 1
38	38	FFH	70 NUMBER 1 (3W)	Myne	10 Weeks At Number 1
39	39	LYNDA RANDEL	69 NUMBER 1 (3W)	Myne	10 Weeks At Number 1
40	40	GEORGE JONES	68 NUMBER 1 (3W)	The Gospel According To George Jones: The Greatest Shows Ever Told	10 Weeks At Number 1

AUGUST 16 2003		Billboard TOP GOSPEL ALBUMS™		Sales data compiled by Nielsen SoundScan	
LAST WEEK	THIS WEEK	ARTIST	MPHNT # NUMBER/DISTRIBUTING LABEL	Title	
1	1	DONNIE MCCLURKIN	107 NUMBER 1 (3W)	Donnie McClurkin: Agony	15 Weeks At Number 1
2	2	SMOKE NORFUL	106 NUMBER 1 (3W)	Bringin' It All Together	10 Weeks At Number 1
3	3	VICKIE WINANS	105 NUMBER 1 (3W)	Bringin' It All Together	10 Weeks At Number 1
4	4	VARIOUS ARTISTS	104 NUMBER 1 (3W)	WOW Gospel 2003	10 Weeks At Number 1
5	5	BYRON CAGE	103 NUMBER 1 (3W)	Byron Cage	10 Weeks At Number 1
6	6	KIRK FRANKLIN	102 NUMBER 1 (3W)	The Return Of Kirk Franklin	10 Weeks At Number 1
7	7	MARVIN SAPP	101 NUMBER 1 (3W)	Dirty Of A Psalmist	10 Weeks At Number 1
8	8	HEZEKIAH WALKER & THE LOVE FELLOWSHIP CRUSADE CHOIR	100 NUMBER 1 (3W)	Family Affair: Live At Radio City Music Hall	10 Weeks At Number 1
9	9	LEE WALKER & THE SPIRITUAL GOSPEL	99 NUMBER 1 (3W)	Ready To Fly	10 Weeks At Number 1
10	10	VARIOUS ARTISTS	98 NUMBER 1 (3W)	Church Songs: Men Of Inspiration	10 Weeks At Number 1
11	11	DETRICK HADDON	97 NUMBER 1 (3W)	Long And Far	10 Weeks At Number 1
12	12	HARVEY WATKINS, JR.	96 NUMBER 1 (3W)	It's In My Heart: Live In Raymond MS	10 Weeks At Number 1
13	13	MARY MARTY	95 NUMBER 1 (3W)	Incredible	10 Weeks At Number 1
14	14	ROTTIE PEOPLES	94 NUMBER 1 (3W)	Chances: Your Life Rock	10 Weeks At Number 1
15	15	DONALD LAWRENCE & THE TRI-CITY SINGERS	93 NUMBER 1 (3W)	On Get Your Life Rock	10 Weeks At Number 1
16	16	JAMES BIGNON & THE DELIVERANCE MASS CHOIR	92 NUMBER 1 (3W)	God Is Great	10 Weeks At Number 1
17	17	FRED HAMMOND	91 NUMBER 1 (3W)	Speak Those Things: P.O. Chapter 1	10 Weeks At Number 1
18	18	PERCY BADDY	90 NUMBER 1 (3W)	The Percy Baddy Experience	10 Weeks At Number 1
19	19	EVELYN TURBENTINE-AGEE	89 NUMBER 1 (3W)	It's Already Done	10 Weeks At Number 1
20	20	YOLANDA ADAMS	88 NUMBER 1 (3W)	Yolanda Adams	10 Weeks At Number 1
21	21	DEBBIE KILLINGS	87 NUMBER 1 (3W)	Serendipity	10 Weeks At Number 1
22	22	JOE PAGE & THE COLORADO MASS CHOIR	86 NUMBER 1 (3W)	Speak Life	10 Weeks At Number 1
23	23	VARIOUS ARTISTS	85 NUMBER 1 (3W)	Songs A Worship Group: God Is In The House	10 Weeks At Number 1
24	24	BISHOP D.J. JAMES AND THE POTTER'S HOUSE MASS CHOIR	84 NUMBER 1 (3W)	A Wing And A Prayer	10 Weeks At Number 1
25	25	QUANTIA RYNUM	83 NUMBER 1 (3W)	Behind The Veil: Music From The Movie	10 Weeks At Number 1
26	26	POOH AND THE YOUNG INSPIRATIONS	82 NUMBER 1 (3W)	It's About Time	10 Weeks At Number 1
27	27	YOLANDA ADAMS	81 NUMBER 1 (3W)	The Praise And Worship Songs Of Yolanda Adams	10 Weeks At Number 1
28	28	JOHN R. KEE & NEW LIFE	80 NUMBER 1 (3W)	Blessed By Association	10 Weeks At Number 1
29	29	RENEE SPEARMAN AND PREZ FEATURING PROSPERITY	79 NUMBER 1 (3W)	Reverence	10 Weeks At Number 1
30	30	RIZEN	78 NUMBER 1 (3W)	Risen	10 Weeks At Number 1
31	31	LEK ROCC WALKER	77 NUMBER 1 (3W)	LeK RoCC Walker	10 Weeks At Number 1
32	32	GEORGIA MASS CHOIR	76 NUMBER 1 (3W)	I Over You: The Praise	10 Weeks At Number 1
33	33	ALVIN SULLIVANT	75 NUMBER 1 (3W)	On The Inside	10 Weeks At Number 1
34	34	JARON NEVILLE	74 NUMBER 1 (3W)	Believe	10 Weeks At Number 1
35	35	THE SHEPHERDS	73 NUMBER 1 (3W)	Trilogy: Live In Augusta, GA	10 Weeks At Number 1
36	36	BISHOP PAUL S. MORTON & THE FBCP MASS CHOIR	72 NUMBER 1 (3W)	Let It Rain	10 Weeks At Number 1
37	37	TRINITY 5.7	71 NUMBER 1 (3W)	The Kiss	10 Weeks At Number 1
38	38	DARWIN HORROR	70 NUMBER 1 (3W)	Thriller	10 Weeks At Number 1
39	39	KIRK WHALUM	69 NUMBER 1 (3W)	The Gospel According To Kirk: Chapter 1	10 Weeks At Number 1

● Albums with the greatest sales gain this week. ● Recertification indicates that an album has been certified for shipment of 500,000 copies (5x). ● ARIA certification for shipment of 100,000 copies (1x). ● ARIA certification for shipment of 200,000 copies (2x). ● ARIA certification for shipment of 300,000 copies (3x). ● ARIA certification for shipment of 400,000 copies (4x). ● ARIA certification for shipment of 500,000 copies (5x). ● ARIA certification for shipment of 600,000 copies (6x). ● ARIA certification for shipment of 700,000 copies (7x). ● ARIA certification for shipment of 800,000 copies (8x). ● ARIA certification for shipment of 900,000 copies (9x). ● ARIA certification for shipment of 1,000,000 copies (10x). ● ARIA certification for shipment of 1,100,000 copies (11x). ● ARIA certification for shipment of 1,200,000 copies (12x). ● ARIA certification for shipment of 1,300,000 copies (13x). ● ARIA certification for shipment of 1,400,000 copies (14x). ● ARIA certification for 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Neptunes' Williams 'Fronts' No. 1 R&B/Hip-Hop Track

Pharrell Williams earns his first No. 1 as an artist on Hot R&B/Hip-Hop Singles & Tracks with "Frontin'", featuring Jay-Z. The single moves 6-1, propelled in large part by gains in radio airplay but ultimately taking the lead as a result of sales points accumulated by a 12-inch vinyl release.

Williams has co-written and also produced five prior No. 1s on the chart as one-half of the production team the Neptunes.

On the Hot R&B/Hip-Hop Airplay chart, "Frontin'" trails Ginuwine's "In Those Jeans" for the top spot by less than 500,000 listener impressions. Although "Jeans" rules the airplay chart, it is pushed back to

jam between bullet titles at No. 9 and No. 12 results in some odd chart movements.

Each of those titles posts significant gains, but only "Intro You" by Fabolous rises in rank (11-9). That song's growth pushes tracks by Ginuwine and Lil Jon & the East Side Boyz down one spot each, to Nos. 10 and 11, respectively.

Despite Lil Jon winning Greatest Gainer/Sales.

Even the Greatest Gainer/Airplay winner at No. 12, "Shake Ya Tailfeather" by Nelly, P. Diddy & Murphy Lee, is unable to move up despite a 13% gain in points.

TAKING 'FOREVER': Shania Twain is two steps closer to becoming the first solo female to rule Hot Country Singles & Tracks in almost 17 months, as "Forever and for Always" rises 7-5.

It is the first female solo track to reach this chart's top five since Martina McBride's "Concrete Angel" hit No. 5 in the April 26 issue. McBride's "Blessed" was the

last No. 1 by a woman, in the issue dated April 6, 2002.

Twain's shot at the top with her lovely ballad could be hampered by tempo and timing. Alan Jackson & Jimmy Buffett's "It's Five O'Clock Somewhere" nabs a second week at No. 1 after only nine weeks on the chart, which suggests the likelihood

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of an extended period of dominance, and tempo-hungry programmers have an increased appetite for speedier fare during the warm months.

HIGH STRUNG: "Love of Strings" by HIGH debut at No. 1 on Hot Digital Tracks with 1,500 paid downloads, a new high in the chart's six-week existence. Currently exclusive to iTunes, "Strings" will become available on the upcoming "Moby B sides + DVD," which hits retail Oct. 21.



WILLIAMS: FIRST NO. 1 AS AN ARTIST

No. 4 on the Singles & Tracks list, a positional disparity not often seen between those charts. With the top four songs on the airplay chart separated by a record low 675,000 audience impressions, the absence of a retail single for "Jeans" is enough of a disadvantage to place Ginuwine behind the commercially available tracks with which he competes. 50 Cent is No. 2 on Hot R&B/Hip-Hop Singles & Tracks, and Beyoncé is No. 3.

YESTERDAY'S NEWS: Teen sensation Hilary Duff has her first Billboard Hot 100 chart hit, as "So Yesterday" is the Hot Shot Debut at No. 53.

On the Hot 100 Singles Sales chart, "Yesterday" debuts at No. 2 with 22,000 units sold, causing, falling less than 200 units behind leader "This Is the Night/Branded for Trouble Water" by Clay Aiken, which tops the chart for an eighth consecutive week.

Last issue, Aiken avoided a dethroning by Korn's "The Only Time" by less than 600 units.

Duff, the star of the Disney Channel's "Lizzie McGuire," has had many radio hits, but most were relegated to airplay on Radio Disney stations. With "Yesterday" she is receiving her first mainstream top 40 radio exposure and garners 7 million listener impressions.

Elsewhere on the Hot 100, a log-

FORMAT	NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL	RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL
NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK	1 THE ATARIS The Boys of Summer COLUMBIA 71.2 2 TRAFF Headstrong WARNER BROS. 75.4 3 STACHE ORRICO [Gates Is] Here to Live VIRGIN 74.4 4 LIZ PHARY WELL I CHAIIY 74.2 5 BEU SISTERS I Was Only (Seventeen) S.CURVE/MC 70.4	1 JUSTIN TIMBERLAKE Sextina JIVE 97.0 2 TIMBALAND & MAGOO [Gates Is] Here to Live COLUMBIA 84.0 3 JAH-HEIM Put That Woman First WARNER BROS. 83.0
ADULT MODERN ROCK TOP 40	1 SALIVA Real to Pieces (DJ) MC 78.8 2 BEU SISTERS So Far Away (Seventeen) S.CURVE/MC 72.6 3 STAND So Far Away ELECTRA 70.9 4 THE ATARIS [Gates Is] Here to Live COLUMBIA 70.7 5 3 DOORS DOWN Here Without You UNIVERSAL 70.3	1 THREE DAYS GRACE [Gates Is] Here to Live JIVE 83.5 2 ME FIRST AND... [Gates Is] Here to Live JIVE 75.5 3 TRAFF Headstrong WARNER BROS. 73.8 4 DASH-DASH CONFESIONAL Hands Down VAGANT/INTL RESCUE 70.1

Songs are blind tested online by Promosound using multiple listeners and a nationwide sample of carefully profiled music consumers. Songs are rated on a 1-5 scale; that results are based on weighted positions. Songs with a score of 65 or more are judged to have top 10 callout potential, although that benchmark number can fluctuate based on the strength of available music. Songs are ranked by the number of listeners who have recently sampled them and responded positively. Recently Tested Songs are the five songs tested during the past month with the highest score. Mainstream Top 40 respondents are divided into two age groups: 12-29 and 30-49. For a complete list of current songs with Top 10 Callout Potential, visit hitpredictor.com. © 2003, HitPredictor and Promosound are trademarks of Think Fast LLC.

AUGUST 16 2003	MAINSTREAM Billboard TOP 40
LAST WEEK	1
1	2
2	3
3	4
4	5
5	6
6	7
7	8
8	9
9	10
10	11
11	12
12	13
13	14
14	15
15	16
16	17
17	18
18	19
19	20
20	21
21	22
22	23
23	24
24	25
25	26
26	27
27	28
28	29
29	30
30	31
31	32
32	33
33	34
34	35
35	36
36	37
37	38
38	39
39	40

AUGUST 16 2003	RHYTHMIC Billboard TOP 40
LAST WEEK	1
1	2
2	3
3	4
4	5
5	6
6	7
7	8
8	9
9	10
10	11
11	12
12	13
13	14
14	15
15	16
16	17
17	18
18	19
19	20
20	21
21	22
22	23
23	24
24	25
25	26
26	27
27	28
28	29
29	30
30	31
31	32
32	33
33	34
34	35
35	36
36	37
37	38
38	39
39	40

AUGUST 16 2003	ADULT Billboard TOP 40
LAST WEEK	1
1	2
2	3
3	4
4	5
5	6
6	7
7	8
8	9
9	10
10	11
11	12
12	13
13	14
14	15
15	16
16	17
17	18
18	19
19	20
20	21
21	22
22	23
23	24
24	25
25	26
26	27
27	28
28	29
29	30
30	31
31	32
32	33
33	34
34	35
35	36
36	37
37	38
38	39
39	40

AUGUST 16 2003	MODERN Billboard ROCK
LAST WEEK	1
1	2
2	3
3	4
4	5
5	6
6	7
7	8
8	9
9	10
10	11
11	12
12	13
13	14
14	15
15	16
16	17
17	18
18	19
19	20
20	21
21	22
22	23
23	24
24	25
25	26
26	27
27	28
28	29
29	30
30	31
31	32
32	33
33	34
34	35
35	36
36	37
37	38
38	39
39	40

Compiled from a national sample of data supplied by Nielsen Broadcast Data Systems. 122 mainstream, 40 rhythmic, 40 adult and 40 modern rock are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Songs with an increase in detections over the previous week are bulletted regardless of chart movement. A song which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it registers an increase in detections. Songs below the top 10 on Adult Top 40 are removed from the chart after 26 weeks. 30 rhythmic and 30 modern rock are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections.

AUGUST 14
2003 **Billboard**® **HOT 100 AIRPLAY**™

LAST WEEK	THIS WEEK	TITLE	ARTIST (IMP/IMP/PROMOTION LABEL)	LAST WEEK	THIS WEEK	TITLE	ARTIST (IMP/IMP/PROMOTION LABEL)	LAST WEEK	THIS WEEK	TITLE	ARTIST (IMP/IMP/PROMOTION LABEL)
1	13	Crazy In Love	Destiny F. Frazier (A&M)	26	28	I Want You	Boyz n the Muz (A&M)	51	61	Help For The Real (Nacy's Song)	Nancy Wilson (A&M)
2	2	Right Thru	Blackstreet (A&M)	27	29	Callin' All Angels	Blackstreet (A&M)	52	60	Then Thru You	Blackstreet (A&M)
3	7	Never Leave You - UB Dub U Dub	Blackstreet (A&M)	28	30	Catfish	Blackstreet (A&M)	53	62	Baby Face	Blackstreet (A&M)
4	6	P.I.M.	Blackstreet (A&M)	29	33	My Love Is Like... Wo	Blackstreet (A&M)	54	57	If You're Not Here Before	Blackstreet (A&M)
5	3	Rick Wu (Awww Baby)	Blackstreet (A&M)	30	36	When I Grow	Blackstreet (A&M)	55	49	If You're Not The One	Blackstreet (A&M)
6	5	Unwell	Blackstreet (A&M)	31	25	Intuition	Blackstreet (A&M)	56	58	Faint	Blackstreet (A&M)
7	10	In These Jealous	Blackstreet (A&M)	32	17	Love At Its Slight	Blackstreet (A&M)	57	42	Chad And Boys	Blackstreet (A&M)
8	17	Magic Stick	Blackstreet (A&M)	33	35	The Kerner If I Were U Worry	Blackstreet (A&M)	58	67	Can't Stop Won't Stop	Blackstreet (A&M)
9	11	Into You	Blackstreet (A&M)	34	27	Beef For My Maras	Blackstreet (A&M)	59	26	Headstrong	Blackstreet (A&M)
10	8	Shake Ya Tailfeather	Blackstreet (A&M)	35	16	My Front Porch Looking In	Blackstreet (A&M)	60	52	Kiss A Pump	Blackstreet (A&M)
11	9	Where Is The Love?	Blackstreet (A&M)	36	42	Let's Get Down	Blackstreet (A&M)	61	53	So Far Away	Blackstreet (A&M)
12	10	Get Low	Blackstreet (A&M)	37	68	What I Think I'm	Blackstreet (A&M)	62	59	Sigors Of Love Misik	Blackstreet (A&M)
13	7	Frontier	Blackstreet (A&M)	38	38	Disco With My Father	Blackstreet (A&M)	63	45	Light Year AT A Fun	Blackstreet (A&M)
14	9	Likn Glen	Blackstreet (A&M)	39	24	21 Questions	Blackstreet (A&M)	64	69	Two For The Girls	Blackstreet (A&M)
15	14	Drift Away	Blackstreet (A&M)	40	54	Can't Help Us Down	Blackstreet (A&M)	65	74	A Few Questions	Blackstreet (A&M)
16	11	As You Happy Now?	Blackstreet (A&M)	41	43	Real Good Man	Blackstreet (A&M)	66	63	I Wish I Wasn't	Blackstreet (A&M)
17	16	Bring Me A Love	Blackstreet (A&M)	42	61	The Boys Summer	Blackstreet (A&M)	67	48	Stay Gone	Blackstreet (A&M)
18	15	Miss Independent	Blackstreet (A&M)	43	39	Come Over On Love	Blackstreet (A&M)	68	73	Said The Way Below	Blackstreet (A&M)
19	17	So Gone	Blackstreet (A&M)	44	39	Sometime	Blackstreet (A&M)	69	68	Fighter	Blackstreet (A&M)
20	20	Get Busy	Blackstreet (A&M)	45	19	Don't Wanna Be	Blackstreet (A&M)	70	—	Who Wouldn't Wanna Be Me	Blackstreet (A&M)
21	8	It's Five O'Clock Somewhere	Blackstreet (A&M)	46	53	Who Knows You & I	Blackstreet (A&M)	71	—	Dance!	Blackstreet (A&M)
22	23	Forever And For Always	Blackstreet (A&M)	47	37	I Don't Want You Want	Blackstreet (A&M)	72	73	What The World Needs Now	Blackstreet (A&M)
23	32	Thain Thing	Blackstreet (A&M)	48	40	Ignition	Blackstreet (A&M)	73	72	Jack Back	Blackstreet (A&M)
24	6	No Shoes, No Shirt, No Problems	Blackstreet (A&M)	49	46	Addicted	Blackstreet (A&M)	74	—	Show Me How To Live	Blackstreet (A&M)
25	12	Red Dirt Road	Blackstreet (A&M)	50	61	Rock Your Body	Blackstreet (A&M)	75	—	She Only Smokes When She Smokes	Blackstreet (A&M)

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AUGUST 16 2003 **Billboard® HOT 100 SINGLES SALES™** AUGUST 16 2003 **Billboard® HOT DIGITAL TRACKS**

LAST WEEK			THIS WEEK			LAST WEEK			THIS WEEK			LAST WEEK			THIS WEEK		
		TITLE			ARTIST (IMP/INT PROMOTION LABEL)			TITLE			ARTIST (IMP/INT PROMOTION LABEL)			TITLE			ARTIST (IMP/INT PROMOTION LABEL)
1	1	This Is The Life (feat. The Roots)	26	26	I Dream All Night	2	2	Love On Ice (Single)	10	10	Crash (Acoustic)	1	1	In Your Eyes	10	10	Unwell
2	2	You Shoulder	27	27	Stuck	3	3	Crazy (Acoustic)	11	11	Crash (Acoustic)	2	2	Crash (Acoustic)	11	11	Unwell
3	3	Pumped Without Wings/Superstar	28	28	No No No No	4	4	Crash (Acoustic)	12	12	Crash (Acoustic)	3	3	Crash (Acoustic)	12	12	Unwell
4	4	Did My Time	29	29	Don't Worry	5	5	Crash (Acoustic)	13	13	Crash (Acoustic)	4	4	Crash (Acoustic)	13	13	Unwell
5	5	Made It In The World	30	30	Love Is At Sight	6	6	Crash (Acoustic)	14	14	Crash (Acoustic)	5	5	Crash (Acoustic)	14	14	Unwell
6	6	Let's Get Down	31	31	Can You Hear Me When I Talk To You?	7	7	Crash (Acoustic)	15	15	Crash (Acoustic)	6	6	Crash (Acoustic)	15	15	Unwell
7	7	Pictures	32	32	In Love With Me	8	8	Crash (Acoustic)	16	16	Crash (Acoustic)	7	7	Crash (Acoustic)	16	16	Unwell
8	8	My Love Is Like...	33	33	Bump, Bump, Bump	9	9	Crash (Acoustic)	17	17	Crash (Acoustic)	8	8	Crash (Acoustic)	17	17	Unwell
9	9	Night Train	34	34	I Can	10	10	Crash (Acoustic)	18	18	Crash (Acoustic)	9	9	Crash (Acoustic)	18	18	Unwell
10	10	What Was I Thinking	35	35	P.I.M.P.	11	11	Crash (Acoustic)	19	19	Crash (Acoustic)	10	10	Crash (Acoustic)	19	19	Unwell
11	11	Justa Girl	36	36	Lean Back (feat. The Roots)	12	12	Crash (Acoustic)	20	20	Crash (Acoustic)	11	11	Crash (Acoustic)	20	20	Unwell
12	12	I'm Glad	37	37	Strong	13	13	Crash (Acoustic)	21	21	Crash (Acoustic)	12	12	Crash (Acoustic)	21	21	Unwell
13	13	Help Your Girl Run (Lacey's Song)	38	38	Low/Temp Like These	14	14	Crash (Acoustic)	22	22	Crash (Acoustic)	13	13	Crash (Acoustic)	22	22	Unwell
14	14	Rise Up	39	39	Get Low	15	15	Crash (Acoustic)	23	23	Crash (Acoustic)	14	14	Crash (Acoustic)	23	23	Unwell
15	15	Crazy In Love	40	40	What The World Needs Now Is Love	16	16	Crash (Acoustic)	24	24	Crash (Acoustic)	15	15	Crash (Acoustic)	24	24	Unwell
16	16	Angel	41	41	Thoe Thoe	17	17	Crash (Acoustic)	25	25	Crash (Acoustic)	16	16	Crash (Acoustic)	25	25	Unwell
17	17	Clocks	42	42	Stay Gone	18	18	Crash (Acoustic)	26	26	Crash (Acoustic)	17	17	Crash (Acoustic)	26	26	Unwell
18	18	Hollywood	43	43	Fractal	19	19	Crash (Acoustic)	27	27	Crash (Acoustic)	18	18	Crash (Acoustic)	27	27	Unwell
19	19	Jenny Me	44	44	I Love You	20	20	Crash (Acoustic)	28	28	Crash (Acoustic)	19	19	Crash (Acoustic)	28	28	Unwell
20	20	Sweetest	45	45	American	21	21	Crash (Acoustic)	29	29	Crash (Acoustic)	20	20	Crash (Acoustic)	29	29	Unwell
21	21	God Bless The U.S.A.	46	46	Never Scared	22	22	Crash (Acoustic)	30	30	Crash (Acoustic)	21	21	Crash (Acoustic)	30	30	Unwell
22	22	The Anthem/Love/Up The Rock And Pussie	47	47	Dam!	23	23	Crash (Acoustic)	31	31	Crash (Acoustic)	22	22	Crash (Acoustic)	31	31	Unwell
23	23	Officially Missing You	48	50	Book on a Shelf	24	24	Crash (Acoustic)	32	32	Crash (Acoustic)	23	23	Crash (Acoustic)	32	32	Unwell
24	24	Through The Rain	49	50	Lesing Ring	25	25	Crash (Acoustic)	33	33	Crash (Acoustic)	24	24	Crash (Acoustic)	33	33	Unwell
25	25	Breathin'	50	51	Run With Me / W. No Let's Run To La Song	26	26	Crash (Acoustic)	34	34	Crash (Acoustic)	25	25	Crash (Acoustic)	34	34	Unwell

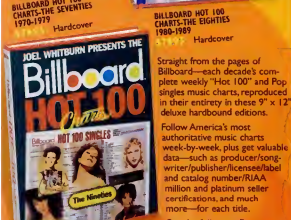
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AUGUST 16
2003
Billboard®
HOT DIGITAL
TRACKS™

THIS WEEK	LAST WEEK	MOVES	ARTIST	SON	WEEKS ON CHART
			LOVE	LOVE (feat. Justin Bieber)	1
1	2	▲	Drake	Energy	10
2	8	▲	Chris Brown	Crash Love	10
3	12	▲	Drake	Where Is the Love?	10
4	1	▼	Drake	Energy	10
5	3	▼	Chris Brown	Crazy (Acoustic)	10
6	5	▼	Chris Brown	In Your Eyes	10
7	4	▼	Chris Brown	Back You Body	10
8	7	▼	Chris Brown	In Between Days	10
9	10	▲	Chris Brown	Stake to Fullheart	10
10	11	▲	Chris Brown	Miss Independent	10
11	13	▲	Chris Brown	Unwell	10
12	14	▲	Chris Brown	When I'm Alone	10
13	15	▲	Chris Brown	With Flap	10
14	16	▲	Chris Brown	Newborn Friend (Maroon 5)	10
15	17	▲	Chris Brown	Manana	10
16	18	▲	Chris Brown	Give Judy My Notice	10
17	19	▲	Chris Brown	Clocks	10
18	20	▲	Chris Brown	Fractures	10
19	21	▲	Chris Brown	Dog	10
20	22	▲	Chris Brown	P.M.P. (Remix)	10
21	23	▲	Chris Brown	Are You Happy Now?	10
22	24	▲	Chris Brown	Love a Lady (feat. R&B Heroes)	10
23	25	▲	Chris Brown	The Bop	10
24	26	▲	Chris Brown	Killer Love	10
25	27	▲	Chris Brown	My Love Is Like...	10
26	28	▲	Chris Brown	Singaparden	10
27	29	▲	Chris Brown	P.M.P.	10

Top selling downloaded tracks compiled from internet sales reports collected and provided by Nielsen SoundScan.

HOT 100 HAVEN



Straight from the pages of *Billboard*—each decade's complete weekly "Hot 100" and Pop singles music charts, reproduced in their entirety in these 9" x 12" deluxe hardbound editions.

Follow America's most authoritative music charts week-by-week, plus get valuable data—such as producer/songwriter/publisher/licensee/label and catalog number/RIAA million and platinum seller certifications, and much more—for each title.



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AUGUST 16
2003

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HOT 100®

WEEK	LAST WEEK	TITLE	PRODUCER (SONGWRITER)	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
1	1	CRAZY IN LOVE	Nile Rodgers Broadway Data Systems	6 Weeks At Number 1	Beyoncé Featuring Jay-Z	1
2	3	RIGHT THURU	Clinty		Clinty	2
3	5	NEVER LEAVE YOU - UH OOH, UH OOOH	Lemieux		Lemieux	3
4	7	P.I.M.P. O	50 Cent		50 Cent	4
5	3	ROCK WIT U (AWWW BABY)	Ashanti		Ashanti	5
6	8	MAGIC STICK	Black Eyed Peas		Black Eyed Peas	6
7	4	WHERE'S THE LOVE?	Fabulous Featuring Timbaland		Fabulous Featuring Timbaland	7
8	12	INTO YOU	Li Jun & The East Side Boys Featuring Young Twins		Li Jun & The East Side Boys Featuring Young Twins	8
9	11	IN THOSE JEANS	Li Jun & The East Side Boys Featuring Young Twins		Li Jun & The East Side Boys Featuring Young Twins	9
10	6	GET LOW	Li Jun & The East Side Boys Featuring Young Twins		Li Jun & The East Side Boys Featuring Young Twins	10
11	10	SHAKE YA TAILFEATHER	Willy, P. Diddy & Murphy Lee		Willy, P. Diddy & Murphy Lee	11
12	18	FRONTIN'	Pharell Featuring Jay-Z		Pharell Featuring Jay-Z	12
13	20	DRIFT AWAY	Uncle Kracker Featuring Doherty Gray		Uncle Kracker Featuring Doherty Gray	13
14	17	LIKE GUE	Sean Paul		Sean Paul	14
15	19	ARE YOU HAPPY NOW?	Michelle Branch		Michelle Branch	15
16	11	BRING ME TO LIFE	Evanesence Featuring Paul McCoy		Evanesence Featuring Paul McCoy	16
17	13	MISS INDEPENDENT	Kelly Clarkson		Kelly Clarkson	17
18	10	SO GONE	Melanie B		Melanie B	18
19	15	GET BUSY	Sean Paul		Sean Paul	19
20	25	IT'S FIVE O'CLOCK SOMEWHERE	Aina Jackson & Jimmy Butler		Aina Jackson & Jimmy Butler	20
21	24	FOREVER AND FOR ALWAYS	Sherry Terrell		Sherry Terrell	21
22	33	THOJA THOING	R. Kelly		R. Kelly	22
23	41	MY LOVE IS LIKE... WO O	Mya		Mya	23
24	21	INTUITION	Jewel		Jewel	24
25	27	I WANT YOU	Thelma Houston		Thelma Houston	25
26	33	CALLING ALL ANGELS	Train		Train	26
27	28	NO SHOES, NO SHIRT, NO PROBLEMS	Kenny Chesney		Kenny Chesney	27
28	25	BECK & DUNE	Brooke & Dune		Brooke & Dune	28
29	37	LET'S GET DOWN	Bow Wow Featuring Baby		Bow Wow Featuring Baby	29
30	32	CELEBRITY	Brad Paisley		Brad Paisley	30
31	31	WHEN I'M GONE	3 Doors Down		3 Doors Down	31
32	36	THE REMEDY (I WON'T WORRY)	Jason Mraz		Jason Mraz	32
33	24	LOVE AT 1ST SIGHT	Mary J. Blige Featuring Method Man		Mary J. Blige Featuring Method Man	33
34	49	WHAT WAS I THINKIN' O	Dionne Braxton		Dionne Braxton	34
35	30	BEER FOR MY HORSES	Toby Keith Duet With Willie Nelson		Toby Keith Duet With Willie Nelson	35
36	31	MY FRONT PORCH LOOKING IN	Lonestar		Lonestar	36
37	32	21 QUESTIONS O	50 Cent Featuring Nate Dogg		50 Cent Featuring Nate Dogg	37
38	53	CAN'T HOLD US DOWN	Christina Aguilera Featuring Lil' Kim		Christina Aguilera Featuring Lil' Kim	38
39	47	DANCE WITH MY FATHER	Luther Vandross		Luther Vandross	39
40	53	REAL GOOD MAN	Tim McGraw		Tim McGraw	40
41	42	DON'T WANNA TRY	Frankie J		Frankie J	41
42	66	SENIORITA	Justin Timberlake		Justin Timberlake	42
43	55	THE BOYS OF SUMMER	The Allons		The Allons	43
44	47	COME OVER	Ashanti		Ashanti	44
45	23	THIS IS THE NIGHT	Cher		Cher	45
46	56	WHY DID YOU & I	Stannam Featuring Alina Brand & Cleveland		Stannam Featuring Alina Brand & Cleveland	46
47	38	I KNOW WHAT YOU WANT	Brian Rhymer & Meriah Cyrus Featuring The Rhymer Squad		Brian Rhymer & Meriah Cyrus Featuring The Rhymer Squad	47
48	39	ROCK YOUR BODY	Justin Timberlake		Justin Timberlake	48
49	51	IGNITION O	R. Kelly		R. Kelly	49
50	51	ADDICTED	Simple Plan		Simple Plan	50
51	56	HELP POUR OUT THE RAIN (LACEY'S SONG)	Stacy Jewell		Stacy Jewell	51
52	53	SO YESTERDAY	Henry Duff		Henry Duff	52
53	51	IF YOU'RE NOT THE ONE	Daniel Bedingfield		Daniel Bedingfield	53
54	70	GIRL AND BOYS	Good Charlotte		Good Charlotte	54
55	36	DO MY TIME O	Kern		Kern	55
56	57	THEY THEN DO	Trace Adams		Trace Adams	56
57	61	FAINT	Linkin Park		Linkin Park	57
58	62	HEADSTRONG	Tupac		Tupac	58
59	72	CAN'T STOP, WON'T STOP	Young Gunz		Young Gunz	59
60	63	SIGNS OF LOVE (MAIN)	David Banner Featuring Lil' Flip		David Banner Featuring Lil' Flip	60
61	57	LIKE A PIMP O	David Banner Featuring Lil' Flip		David Banner Featuring Lil' Flip	61
62	78	SO FAR AWAY	Stacy Jewell		Stacy Jewell	62
63	69	LIGHT YOUR A** ON FIRE	Destiny Fyfe		Destiny Fyfe	63
64	73	THE ONE'S FOR THE GIRLS	Melanie B		Melanie B	64
65	78	A FEW QUESTIONS	City Walker		City Walker	65
66	52	STAY GONE	Jimmy Wayne		Jimmy Wayne	66
67	62	I WISH I WASN'T	Heather Headley		Heather Headley	67
68	71	FLYING WITHOUT WINGS	Rahsaan Roader		Rahsaan Roader	68
69	72	FIGHTER	Christina Aguilera		Christina Aguilera	69
70	85	DAMN	YoungBloodZ Featuring Lil' Flip		YoungBloodZ Featuring Lil' Flip	70
71	65	SEND THE PAIN BELOW	Cherelle		Cherelle	71
72	76	WHO WOULDN'T WANNA BE ME	Kaiti Ukena		Kaiti Ukena	72
73	77	WHAT THE WORLD NEEDS	Wynonna		Wynonna	73
74	82	HOLE IN THE WORLD O	Engles		Engles	74
75	80	BREATHE O	Blu Cantrell Featuring Sean Paul		Blu Cantrell Featuring Sean Paul	75
76	75	JUST BECAUSE	Anna's Addiction		Anna's Addiction	76
77	81	SHE ONLY SMOKES WHEN SHE DRINKS	Jon Nichols		Jon Nichols	77
78	82	SEVEN NATION ARMY	The White Stripes		The White Stripes	78
79	88	OFFICIALLY MISSING YOU O	Tamara		Tamara	79
80	79	NEVER SCARED O	Dani Crutcher Featuring Kellie M&K & TL		Dani Crutcher Featuring Kellie M&K & TL	80
81	86	SWING, SWING	The All-American Rejects		The All-American Rejects	81
82	86	NA NA NA NA NA	112 Featuring Super Cat		112 Featuring Super Cat	82
83	88	LOVE YOU OUT LOUD	Rascal Flatts		Rascal Flatts	83
84	80	THREE WOODEN CROSSES	Nick Cannon Featuring BDK		Nick Cannon Featuring BDK	84
85	91	ALMOST HOME	2Pac Featuring Tock		2Pac Featuring Tock	85
86	99	24/5 O	Josh Krinsky		Josh Krinsky	86
87	96	AMAZING O	2Pac Featuring Tock		2Pac Featuring Tock	87
88	98	STILL BALLIN'	Nick Cannon Featuring BDK		Nick Cannon Featuring BDK	88
89	92	FEELIN' FREAKY O	James Lopez		James Lopez	89
90	94	STUPID GIRL O	Gold		Gold	90
91	93	SNAPS O	R. Kelly Featuring Big Tigger		R. Kelly Featuring Big Tigger	91
92	100	WHAT WOULD YOU DO?	The Holy Brothers Featuring The Holy Sisters		The Holy Brothers Featuring The Holy Sisters	92
93	94	PUMP IT UP O	Ben Budde		Ben Budde	93
94	100	ACT A FOOL O	Ben Budde		Ben Budde	94

Discounters Press Labels

Continued from page 1

count store chains now control about 55% of music sales and have finally gained enough marketing muscle to start driving the business model.

Best Buy reportedly insisted that the majors sign non-disclosure agreements regarding the talks. As a result, no label executive would comment publicly. But several agreed to comment off the record.

One senior distribution executive who asked not to be identified summed up the situation this way: If the majors do not make the concessions, the implication is that Best Buy "will reduce from 20,000 titles to 5,000."

"We are already there [at that level] with Wal-Mart and Kmart, and Target is carrying even less. Meanwhile, Wal-Mart is throwing out how DVD and videogames are doing and threatening to reduce its music [selection] further," the executive says.

"The big threat from the big boys to us is they are going to lose serious space if you don't turn this into something better."

But if the discounters are successful in the negotiations, the major labels could see their profit margins erode even further when they are already struggling with declining sales. That is one of the primary reasons why the labels are anxious to get digital distribution off the ground.

"Until we can get to a place to sell more product directly to the consumers, this is the way it will be," says a financial executive at a major label.

KEEPING PRICES LOW

The current discussions—initiated by mass merchandising giant Best Buy—are focusing on cooperative advertising terms, catalog discounts and rebates on new titles, according to sources at much higher price.

While discount executives decline to discuss the substance of the nego-

tiations, they claim that they are under equal pressure from consumers—who have more entertainment choices than ever—to keep album prices at less than \$10.

Best Buy senior VP of entertainment Gary Arnold notes that when he managed the Best Buy home entertainment software department from 1996 to 1999, music did the largest amount of business, followed by movies and videogames.

When he reassured that role in January, "music was the engine," he observes. But a distribution executive says the discounters' margins are being squeezed because of their own decision to use hit music as a loss leader.

"What they chose to sell music at is their business, but they can't look to the majors to offset their margin loss. There is just no more margin to squeeze. We can't continue to fund their price wars."

A series of Best Buy proposals first arose in the weeks leading up to the National Assn. of Recording Merchandisers convention in March.

Retailers used the occasion to create a list of ideas to the labels that included asking the majors to consider a 10% promotional accrual for all copies of new releases sold.

That would eliminate costly and time-consuming negotiations for cooperative advertising funds as well as the administrative overhead process, according to discounters.

For catalog, Best Buy proposed a 25% discount and longer payment terms (see story, below). Also, the chain asked the majors to develop a system to dispose of overstock at the store, which would eliminate the need to physically return product and reconcile billing.

According to a senior corporate executive with one of the majors, Wal-Mart also is asking the majors to test selling catalog priced at less than \$10. The merchant is defining catalog as any title that is available for nine months or longer. It also wants the top 75 songs at radio to be commercially available as singles.

Wal-Mart did not comment specifically on its proposals, but a company spokeswoman says, "Wal-Mart has been a principled retailer for a long time, and we have found it popular to offer selections under \$10. Based on the

successes we have had, we believe it's the right thing to do for our customers."

Arnold says the Best Buy proposals are part of an "open dialogue" designed to get the majors thinking about the way they do business.

Most agree that with digital delivery, a new business model will continue to evolve. In the meantime, the status quo [with physical goods will not] get us to tomorrow," Arnold says. "We think that there can be a rich discussion that can lead to changes to make

One label sales executive says that the discounters "are like pushers, and the sales results from their pricing is like drops. They want us to be more dependent on them."

SHRINKING MARKETPLACE

The squeeze for bigger buy-in discounts and more advertising dollars seems to coincide with the discounted push to get hit albums down to \$9.99 from \$11.99, the price that was in place until last September, label

executives complain.

In the past two years, more than 1,000 music specialty chain and independent stores have closed, according to Billboard estimates.

Some music company executives wonder what might happen if so close to one day the discounters pulled the rug out from under them.

"Soon we will have a marketplace where the people left in business will only be carrying 10% of the SKUs," a distribution executive says.

Already, it appears that they are heading in that direction, according to one corporate executive at a major label.

"If you look at the circulars, you can see music is being de-emphasized at both the mass merchants and the consumer electronics chains," he says.

Best Buy executives see things differently. The chain, arguably the best marketing organization in the industry, says its aggressive advertising campaigns generate sales far beyond those that are rung up in its stores.

"For us, it's about doing things that excite consumers. We are probably one of the major and most consistent advertisers to consumers. Every week our circular shows up at 55 million homes," Arnold says.

The Best Buy circular is recognized as the most powerful sales driver in the music business.

Even so, merchants will be looking at the labels for profit, not the consumer, a label executive complains. "Because the mass merchants are getting to be a bigger piece, now it's like a free lunch to them," the executive says. "They are pushing margin pressure back to us." One senior distribution executive agrees.

One head of sales at a major label estimates that it cost the discounters a combined \$1 million to use an album from a superstar artist on his label as a loss leader. "Why should I bail them out?" the sales head asks.

In the end, however, record labels may not have a choice.

"It's interesting to see how much the tables have turned," says another major-label executive who has worked both sides of the street. "It's no plan to see who is going to win the show. It used to be this side that dictated terms. Now it's the retailers. It's really amazing."



LINE BEST BUY, WAL-MART IS ALSO PUSHING THE MAJORS FOR LOWER PRICING ON CATALOG

the business more successful," he adds.

In April, the chain revamped its advertising programs, introducing a 10-tier slate of promotions that boosted the cost for labels to get records onto store shelves.

Like Best Buy, Target and Wal-Mart programs get more expensive as they grow. Those merchants are also asking for bigger buy-in discounts and more cooperative advertising funds on hit product and developing-artist titles.

The proposed discounters' advertising accounts are deeper than those the majors currently offer and would reverse the majors' renewed attempts to reduce cooperative advertising outlays.

In general, the majors fear that making such concessions could help those discounters become even larger and wield even more clout in future negotiations.

Already, the majors are dependent on the discounters' ability to move significant volume on hit records.

In fact, some label executives say the industry is addicted to the first-week Nielsen SoundScan sales numbers, which generally are driven by discount sales.

executives say.

Consequently, label and distribution executives complain that the discounters are trying to get profit margin from their suppliers instead of from the consumer.

"The discounters are treating our product as a traffic builder, which forces us to manage the business like it's a three-dimensional chess game," a senior distribution executive says.

"They are over 50% of our business, and then tomorrow they could say, 'We don't need music anymore' to build traffic, because some other product is driving traffic." On top of that, they beat the crap out of the rest of the market, so why should we feed the monster?"

Music specialty merchants would argue that the labels have been doing that all along.

For instance, discounters get far more than their fair share of exclusive product offerings, the specialty stores claim.

That, coupled with the generous flow of advertising dollars to discounters, has helped hasten the downsizing of music specialty stores, record store

Majors React By Testing New Terms On Catalog

When it comes to catalog titles, discounters are not alone in seeking significant pricing concessions. In fact, all segments of music retail are making this request.

In general, merchants argue that catalog sales are hurt by the industry's upside-down business model, which sees hot hit albums loss-leader at \$9.99 and slower-moving catalog titles selling at much higher price.

From the discounters' point of view, catalog no longer makes sense unless the majors agree to share the investment in the inventory.

During the past two years, in-store pricing on front-line catalog has dropped by about \$3 to approximately \$13.99 to \$15.99. With label promotions, catalog can be sold to consumers for less.

But even with industry-wide efforts from labels and distributors to reduce catalog pricing, the category suffered a 12.8% decline in sales in the first six months of this year compared with the 8.3% decline in overall album sales for the same period in

2002, according to Nielsen SoundScan.

Some merchants say the decline in catalog is because of pricing and CD burning. Others trace the decline to the increased market share for discount stores, which—with the exception of Best Buy—do not stock the breadth of titles found in music specialty stores.

Following proposals from Best Buy and other merchants, three of the five major distributors have revamped their approach to catalog in recent months.

Universal Music & Video Distribution is the latest operation to offer new terms. In July, it rolled out its Triple Crown promotion. It features a menu of three programs, with discounts of 20% to 30% dependent upon how many programs an account signs up for. If an account signs for all three, merchants get an additional 3% discount on some catalog titles not included in the promotion. The programs all end Dec. 27 but have different opening windows and require a minimum of four weeks of price-and-positioning.

In June, Sony Music Distribution launched an aggressive catalog program that provides for buy-in discounts and rebates ranging from \$1-\$3 per sale of featured titles on the back end.

The program requires merchants to hold a minimum of three month-long Sony catalog sales starting April 2004, with one during the holiday selling season. The Sony deal provides a 15% discount on featured titles, another 2% sales discount if account commit to five sales promotions, and a one-time 10% discount on all titles in the featured catalog lines.

In April, WEA introduced a catalog program for about 300 titles, which provides a 34% discount on \$18.98 list titles, 30% on titles carrying a \$17.98 list and 25% for \$13.98 and \$11.98 titles, all with an extra 30 days' dating, if accounts run two discount promotions during April through June.

While the programs address some of the problems with catalog, merchants say they wish the programs were for each major's entire catalog instead of only featured titles.

ED CHRISTMAN

Concert Recordings

Continued from page 5

Since then, DiscLive has packed with management firm 10th Street Entertainment, whose acts—including Hanson, Mötley Crüe, Yes and Meat Loaf—will likely use the company's services for future tours. Also, Billy Idol will sell DiscLive CDs at 10 of his theater shows in September.

A number of less-publicized companies also report doing brick business. These companies—including TheMusic.com and Kufala Recordings—typically take orders at the shows, then mail the finished discs.

In the case of DiscLive and Instant Live, the CDs are available immediately after the show ends.

Each business method has its advantages. The ability to deliver the CDs at the shows provides instant gratification for fans. Mail-order fulfillment allows time for the disc to be remastered, resulting in a higher-quality product.

The concert CD industry was pioneered by Pearl Jam, which has offered fans CDs from dozens of its shows since 2000. Sony distributes them.

Similarly, Phish, the String Cheese Incident and the Dead sell concert CDs to their legions of loyal fans.

For the most part, these acts were motivated to sell live sets as an alternative to the bootlegs that proliferate after their shows. In recent years, the Internet has exacerbated the bootleg problem.

For Instant Live, DiscLive and their competitors, the challenge is to turn this demand into a legitimate business.

But first, they must win the trust of artists and label executives, some of whom fear that concert CDs will cannibalize sales of traditional releases. (Instant Live also plans to sell its CDs at retail locations; DiscLive does not.)

The artists are also appreciative about the quality of the recordings, because there is no opportunity to clean up the discs that Instant Live and DiscLive offer.

Dave Kaplan, booking agent at the Agency, says of his act the White Stripes, "They are a band that would be uncomfortable with their stuff getting out there without them being able to listen to it first. That's one of the big problems I see in putting it out so fast."

"There's going to have to be a whole industry shift for this to be adopted,"

Phish manager John Palushka says. "But with anything, there will be early adopters, and gradually more and more people will jump in."

"It's really an accommodation to the fans by offering them the performances they attended," says Jordan Berliant, GM for 10th Street. "Even if the performances aren't perfect, it's a gesture of thanks."

Berliant acknowledges that live albums could cannibalize studio sets, but he nevertheless thinks other acts should consider the appeal of concert CDs.

"For real artists who can perform live and who tour, live recordings can only help their career by expanding their audience base," Berliant says.

Before the Allman Brothers, Instant Live's biggest artist was Kay Hanley, formerly with Letters to Cleo. The company is also manufacturing concert discs for Pink Floyd cover band the Machine.

BUILDING MOMENTUM

CCE's Simon acknowledges that acceptance has been slow. But he hopes that the Allman Brothers shows will help build momentum.

Simon says Instant Live is finalizing a deal to sign up Tower Records-owned Bayside as a distribution partner. The firm's discs would be sold at various

1,500 sites per show.

Sound engineers for Instant Live and DiscLive record through a mixing board and burn final discs at 24- to 34-times real time, producing hundreds of discs in time for fans to buy them as they leave the venues.

The overhead for such operations is substantial. According to sources, it would cost \$300,000-\$500,000 to record and replicate a typical tour.

In addition to these expenses, merchandising fees generally have to be paid to the venues. Typically, the sites have asked for 10% of revenue from CDs sold at concerts; in contrast, they usually take 25% of T-shirt revenue.

"This may be a real deal that has to change," says Pearl Jam, senior VP of venue management firm Comcast-Spectacor. He thinks the CD out for venues may have to increase to account for growth of live disc purchasing. "If this keeps [patrons] coming and keeps people happy, we're all for it."

The deal terms between artists and the CD companies are still evolving. In some cases, certain expenses are partly absorbed by the artists. Revenue splits also vary.

Signed artists typically must hand over some of their site to labels, depending on contractual arrangements.

At press time, Instant Live's test with

ORDER A COPY OF TONIGHT'S LIVE RECORDING HERE

also available at: www.kufala.com



KUFALA RECORDINGS PARTNERS, FROM LEFT, KHALID AL-FAISAL, DAVID KURTZ AND BRADU LAHUR

discing revenue is welcome. Gaiman says Jefferson Starship earns between \$15,000 and \$75,000 in artist fees per gig, so selling the CDs "is the difference between just getting by."

Gaiman says that if the band could sell 500 CDs at a typical show, "we would make just as much from DiscLive as from concert tickets."

What's more, the money goes to bootleggers.

Pearl Jam started its own live-CD operation specifically to stem bootlegging activity.

Kelly Curtis, the act's manager, recalls seeing fan-recorded CDs being

Instant Live is attempting] was being significant," Furano says. "T-shirts and other apparel are the ultimate 'I was there' statement."

Marty Diamond, president of booking agency Little Big Man, feels "trephard" over the companies' desire to milk more money out of the fans.

"If I'd want to tape the show, that's their prerogative to do so. But my clients [which include Arto Lindsay and Colapinto] would not look at that as a profit center," he explains.

Beyond the high-profile efforts, there is significant activity at smaller-scale companies.

In fact, TheMusic.com has snared more live-level acts than Instant Live and DiscLive combined. Last year, it recorded and shipped show CDs for the entire Who tour. This summer it is servicing tours by Peter Dinklage and Duran Duran. The service sends out discs three to four weeks after each concert.

Kufala Recordings, which ships CDs between one to three weeks after each show, is negotiating to handle concerts for the Warner Bros. jazz roster, which includes Pat Metheny and Joshua Redman.

Other mail-order companies include 2-year-old RockSolid.com and 4-month-old HeartAgain.net.

Michael Hobson, CEO of TheMusic.com, believes that mail order is superior and will ultimately triumph because of the "noticeable inferiority" of discs manufactured using high-speed burners at shows.

After a year in this business, Hobson says he'll ring up \$1 million-\$1.5 million in 2003 revenue, partially fueled by his expectation of selling 15,000-20,000 Duran Duran discs.

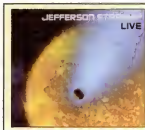
Still, Instant Live looms as a fierce competitor. By operating in CCE's own venues, it avoids the venue fees and other expenses that merchandise companies typically must pay.

"Clear Channel is giving us a much more favorable deal than doing it on our selves [or working with rival companies]," Holman says.

Simon says the concert giant will not press acts booked into its venues to use Instant Live over other choices.

"Instant Live is an option; it's not a condition," says Simon, noting that Phish and the Dead use Instant Live CD recording operations while on CCE grounds for their summer tours.

"If you don't want to do it, I'm not going to ram it down anyone's throat. But if you're not in control of the venue," he adds, "it's extremely costly to do. We have the infrastructure in place. [We] offer the best option."



Tower stores as well as at the concert sites, which would considerably widen the potential customer base.

DiscLive's Isaacson says of the fledgling industry's prospects, "It will be mom-and-pop if we continue to stick with small venues. But think of the millions who go to concerts every year. Assume 10% to 20% are hardcore fans—if just 10% of those millions spend \$20 for a CD, that becomes a multi-million dollar business."

Post-concert CDs are typically two- or three-disc sets that sell for about \$20 apiece.

For the initial Allman Brothers shows, only 500 CD bundles were produced to ensure delivery within 15 minutes after the concerts ended. Instant Live's eventual manufacturing goal is

the Allman Brothers was to continue Aug. 9 at the Verizon Wireless Amphitheater in Charlotte, N.C., and Aug. 10 at the Alltel Pavilion in Raleigh, N.C.

"Whether this turns out to be a footnote, a page, a chapter or a book—this is history," Simon says. "This has never been tried before."

Allman Brothers manager Bret Holman is pleased with the test so far, despite some problems that plagued a practice run. The recording equipment captured the band prepping instruments between songs, so there were many blank spots on the discs. Clicking noises also had to be eliminated.

"It took time to figure that all out, but it was minor tech stuff," Holman says. "But we were very satisfied with how the audio turned out. I don't know if this will ever bring the band big-time profits. But it will be a nice little ancillary."

For some, the glitches are part of the attraction. Michael Gaiman, manager for Jefferson Starship, likes it to going to the circus "and seeing a high-wire act without a net—there's a thrill in that."

Hanson guitarist Isaac Hanson says he does not mind any live hiccups that may wind up on the DiscLive CDs that are expected to be sold during the band's fall tour.

Studio albums or remastered concert CDs "are unnatural perfection," he says. "This will be rock'n'roll."

Of course, the additional merchand-



sold on eBay for \$70 apiece.

Curtis remembers thinking, "Why don't we do it ourselves? Steal it back from them [and] sell it cheaper?"

That inspiration translated into a significant new revenue stream. Since setting up shop with Sony in 2000, Pearl Jam has sold 2.5 million copies of its concert discs worldwide, says Steve Barnett, executive VP/GM of Epic Records.

Now that the group has left Epic, Barnett wants to launch similar projects with a number of the label's other acts.

"We think this can work as a model for us going forward," Barnett says of Pearl Jam's method of sending fans an MP3 file of the concert hours after the show and an accompanying CD package a week later, all for \$15 apiece.

SALES POTENTIAL QUESTIONED

Some observers doubt that the idea will catch on.

Dell Furano, CEO of Signatures Network—which sells merchandise for such acts as Bruce Springsteen and Fleetwood Mac—notes that in the experience, the studio and live CDs that acts usually offer at shows do not sell well. For example, Fleetwood Mac averages \$100,000 in merch sales per night, and only \$1,500-\$2,000 of this comes from disc purchases.

"The Allman Brothers might have some discard fans, but in terms of real sales potential, I don't see [what



PHISH: MAINTAIN THEIR OWN CONCERT CD OPERATION



At a Ticketmaster-hosted reception, from left, are *Billboard* editor-in-chief Keith Girard, *Billboard* touring reporter Susanne Ault and Ticketmaster chairman/CEO Terry Barnes.



Checking out the IAAM trade show floor, from left, are Steve Kirsner, director of booking for the HP Pavilion in San Jose, Calif.; Leslee Stewart, GM of the Paramount Theatre in Oakland, Calif.; and Jeffrey Bowen, VP of booking for Conesco Fieldhouse in Indianapolis.



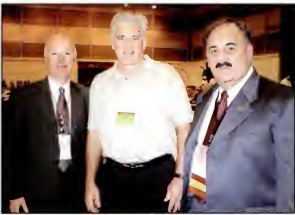
Cynthia Mellow, account manager for *Billboard*, is flanked by Tom Paquette, GM of the Carolina Center in Columbia, S.C., and Brian Ohi, GM of the Labatt Center in London, Ontario.

IAAM Confab Draws Live-Show Pros

Some 2,700 venue and live entertainment professionals attended the 78th annual Convention and Trade Show of the International Assn. of Assembly Managers July 25-29 in New Orleans. The gathering was attended by representatives from arenas, theaters and performing arts centers, along with promoters, producers, booking agencies and industry suppliers.



Gathering at the Ticketmaster reception, from left, are Glenn Mon, senior VP of stadiums and arenas for SMG; Ticketmaster's Terry Barnes and New York VP Marla Hoicowitz; Bob Williams, president of Philips Arena in Atlanta; and Ned Collett, GM of the Office Depot Center in Sunrise, Fla.



Billboard editor-in-chief Keith Girard is flanked by IAAM executive director Dexter King, left, and outgoing president Joe Floreano, director of the Rochester (N.Y.) Riverside Convention Center.



Talking security, from left, are Reid Katzung, director of operations at the Target Center in Minneapolis; *Billboard* account manager Lee Ann Photoglo; and Richard Bezemer and Damon Zumwalt of international concert security firm Contemporary Services.



Pictured at the Clear Channel party at New Orleans venue Two Ro Pa, from left, are Bob Boggess, VP of booking for Clear Channel Entertainment's Motor Sports division, and Carrington Beck, director of booking for CCE Motor Sports.



Enjoying the CCE party, from left, are Steve Lawler, production guru for CCE; *Billboard* senior touring writer Ray Waddell; and Bob Roux, CCE president of music/Southwest division.



Gators and Volunteers were the topic for Tim Reese, manager of Thompson-Boling Center at the University of Tennessee, Knoxville, left, and Lionel Dubay, director of the O'Connell Center at the University of Florida, Gainesville.

Kids' Books

Continued from page 5

"The real inspiration for Madonna doing these children's books comes from her being a mother herself," Callaway tells *Billboard*.

Madonna's previous foray into literature was the controversial "Sex," published in 1992. Her new turn as an author of children's books is another testament to her ability to continually reinvent herself.

Callaway says the books were Madonna's idea. She will author them herself without ghost writers. He adds

that Madonna will donate her publishing profits to charity.

Callaway declined to reveal how much the privately owned company paid Madonna for the five-book deal. The 48-page book will carry a suggested U.S. retail price of \$19.95—on par with many children's books of the same length.

"Madonna's book will do just as well, if not better, than most other children's books," says celebrity book agent, says Diamond Braswell, a supervisor at Borders Books & Music's Sixth Avenue location in New York. "There are a lot of people who know about this book, so I expect that it will do very well in sales."

Most books-and-music retailers are excited about *The English Roses* and other titles written by music

celebrities in their book departments, not in their music sections.

A multilayered international marketing blitz is planned for "The English Roses."

Gap Kids will dedicate about 500 of its retail-store windows to the book and will give limited-edition tote bags to customers who buy the title along with \$75 worth of Gap merchandise. (Madonna has a Gap endorsement deal.)

Beginning in mid-August, Amazon.com will have a home-page link to a page where the title may be purchased. The link will include an audio message from Madonna.

In addition, Madonna will attend launch parties Sept. 14 in London and Sept. 15 in Paris. She is scheduled to do a reading of the book Sept. 16 on an as-yet-unannounced U.S. TV broadcast.

Rimes will also include a significant promotion campaign for "Jag," which she co-wrote with her husband, Dean Sheremet.

DRIVING 'JAG' SALES

Media executive for Rimes includes CBS programs "The Early Show" and "48 Hours," VH1 and ABC Radio and *Life Style*. Good Housekeeping and Parents magazines. On Aug. 25, Rimes will appear on NBC's "Today" and sign books at Barnes & Noble's Fifth Avenue location in New York.

"Jag" is about a young female jaguar dealing with issues of friendship and insecurity.

"The story has a lot to do with my

experiences growing up," Rimes tells *Billboard*. "I was picked on by other kids at school, and I think a lot of kids are dealing with those life experiences right now. The message of the book is be yourself, conquer your fears and stand up for yourself in a good way."

Rimes has inked a deal with Dutton, a division of Penguin Young Readers Group, to write a sequel to "Jag." The sequel, which has the working title, "Jag's New Friend," is scheduled for publication in 2004. Rimes says that she and her husband have developed about five story ideas for other books.

"I'm writing children's books because I wanted to connect with my fan base of small children, and I think this is a cool way to do it other than my music," Rimes adds.

Kenny Rogers was one of the first prominent music artists to author children's books. His books include "Kenny Rogers Presents the Greatest," "The Top Shoppe" and "Christmas in Canaan." He is also writing "Brothers," about an adopted 4-year-old boy on a mission to give a gift to Santa Claus.

Rogers was inspired to write children's books by pursuing an annual Christmas songs. "Writing these books is not something I do for the money," he explains. "I'm a story teller, even in my music."

He adds that writing children's books comes with a set of responsibilities beyond that of recording music.

"These books have to be stories with a moral or ethical lesson behind them.

You need to be careful not to destroy a child's belief system."

ARTISTS GET 'HIP'

Scholastic launched the Hip Kid Hip children's book series last September. The series consists of books written by hip-hop artists, including LL Cool J ("And the Winner Is..."), Doug E. Fresh ("Think Again"), Shaggy ("Honey") and Kev ("Don't Talk to Strangers"). Next year will bring new books from Eve and Common.

The Hip Kid Hip releases include a CD with a spoken-word version of the book and an accompanying instrumental.

Hip Kid Hip creator Karyn Rachtman says, "These books have a positive message and have gotten phenomenal reviews. Unfortunately, the books aren't selling as well as we expected, because some retailers aren't used to buy books from rap artists. We're in discussions to have a major label get these books in record stores, where people know these artists better."

Rachtman is also developing a similar books series authored by rock artists. A children's book deal worth multimillions, like Madonna's, is still in the exception, according to insiders.

Rachtman says that for books like the Hip Kid Hip series, the artists "get more than the average first-time children's book authors, but they're not doing these books to get rich. They're doing [them] because it's rewarding to them personally."

Bay Area

Continued from page 6

But Smith emphasizes that key CCE/BGP staffers—including marketing head Melanie Davis, VP of booking Rick Mueller and production head Ron Bergman—remain with the company.

"All of us [at CCE/BGP] did a great job promoting in this market, and with the exception of Greg and Sherry, everybody is still in place," Smith says. "Everybody who did the heavy lifting—talent buyers, marketing people, production people—is still here. We also have a lot of great places to play, and we're very confident that these are assets that will help us continue to be successful."

Smith cites CCE/BGP exclusives at such Bay Area venues as the Fillmore, the Warfield Theatre, Shoreline Amphitheatre, the Chronicle Pavilion and the Greek Theatre as a big plus for the company's ongoing profile in the market.

For his part, Perloff says his new venture could include anything from buying talent for private shows and casinos to promoting at the club to stadium level. And while the emphasis is obviously on the Bay Area, Perloff says, "We will take a close look at a lot of different areas, including

real estate and national touring."

Industry pioneer and company founder Bill Graham died in a helicopter crash in 1991. Perloff and 14 other BGP employees bought the company from Graham's estate in 1995 for \$5 million.

In 1997, SFX purchased BGP for \$65 million, as part of a \$2 billion wave of promoter consolidation. Clear Channel acquired SFX in 2000 for \$4 billion.

Perloff admits that resigning from CCE/BGP was a very difficult decision. "Even though I worked for the equivalent of four different companies—including Bill [our] buying the business, SFX and then Clear Channel—I've really been in the same job for 27 years."

The BGP name still has a huge amount of brand equity in the Bay Area, but Perloff maintains that "the name is just that: a name. Certainly the company that Bill Graham founded has very little reference to what exists today. You can call it anything you want to."

Perloff says that he will grow Anthem by getting back to the basics of concert promotion.

"We do that by really listening to what the artist has to say and trying to figure out what the artists' needs are. At the same time, we need to look at the consumer and audience and be able to say we are producing shows to the best of our ability, making every night a memorable night out."

R&B/Hip-Hop Awards

Continued from page 1

recognized as the top R&B/hip-hop album and top rap album. The rapper also earned kudos as top R&B/hip-hop album artist. Kelly won top R&B/hip-hop singles and tracks and top R&B/hip-hop singles sales for "Ignition" and R&B/hip-hop songwriter of the year.

The Neptunes took home the R&B/hip-hop producer of the year award. It was the second such honor the team received for the week, having won a similar accolade at the Aug. 5 BMI 2000 Awards (see related story, page 22).

The late Aaliyah was named top

R&B/hip-hop artist, female. Clipse nabbed the trophy for top R&B/hip-hop artist-duo or group, and Erykah Badu featured Common won the top singles play award for "Love of My Life (An Ode to Hip-Hop)."

At the *Billboard*—"When I create, I don't think about accolades like this. I was offered an opportunity to record this song for the 'Brown Sugar' soundtrack. Starting off with a great song like Common's I Used to Love H.E.R., all you can do is attempt to improve on it. It was just me. This was a collaborative effort."

Nelly featuring Kelly Rowland took hot rap track of the year "Dilemma." Inslad Def Jam Music Group received the R&B/hip-hop major label of the year accolade, and Koch won for R&B/hip-hop independent label.

Betty Wright and Grandmaster Flash were this year's Founders Awards honorees in R&B and hip-hop, respectively.

These special awards acknowledge achievements by pioneering artists. Last year's inaugural recipients were the Isley Brothers and Afrika Bambaataa.

AURN syndicated morning personality Doug Parr and actor Irla Elba, from HBO's "The Wire," hosted the awards. Nappy Roots, Anthony Hamilton, Mystic, Little Brother, Kanye West, Cozelle and Jacki O were among the performers.

The conference and awards show were presented in association with sports and entertainment giant Viacom's Miami Beach Visitor & Convention Authority.

The *Billboard* R&B/Hip-Hop Awards are based on sales data from Nielsen SoundScan and airplay information from Nielsen Broadcast Data Systems.

Winners reflect the performance of recordings on the *Billboard* R&B/hip-hop and rap charts for the 12 months ending with the issue dated May 24.

Dixie Chicks

Continued from page 5

"In retrospect it was a great idea, one that really did work," Renshaw understates. "We were really lucky we were able to create a schedule for them—not only with the on-sale but with how much media exposure they had leading up to the on-sale."

Light agrees. "There was a huge amount of buzz going into the one-day on-sale... This was one of the most unique opportunities you'll

ever see, and the [band] worked harder than anyone to set it up. Having that much momentum created a perfect opportunity to try something like this."

Even the ticket sale was subject to criticism. Some in the country music business voiced disapproval. They feared that the simultaneous sale would funnel sales from other country artist shows that were already available (*Billboard*, March 15).

Still, in terms of looking out for their own act, the Chicks' decision-makers do admit what might have been a major blunder by putting tickets up early, even if they had no idea that a

media firestorm was coming. The Dixie Chicks finish the North American leg Aug. 13 in Calgary, Alberta. They begin a 10-day European run Sept. 6 in Stockholm, then will wrap up six Australian dates Oct. 5 in Sydney.

"And that's it," Renshaw says. "We may do a couple of benefits between now and the end of the year, but that will be the end of 'The World.'"

This is the Chicks' second tour as a headline. On their Fly tour in 2000, they averaged \$524.21 per show and 12,687 in attendance, according to *Billboard* Boxscore. The tour grossed \$46.1 million.

AURN Putting Radio Talent On TV Show

MIAMI—American Urban Radio Networks has announced a new urban radio/TV programming alliance: "Live in Hollywood." Launching the week of Sept. 22, the weekly first-run syndicated show brings AURN's on-air talent to the big screen in a "classic variety-show-goes-Hollywood" program.

The hour-long show will be hosted by Kiki Sheard with celebrity co-hosts. Various programming segments include such AURN staples as "Hollywood Live" and "The Red Carpet" host Tanya Hart. "USA Music Magazine" host Johnmonds and

"Super Jam Survey" host Skip Cheatham. "Live in Hollywood" will also feature Anji Corley, host of AURN's newest show, "Hip Hop Wire," which also bows the same week as "Live in Hollywood."

AURN's first foray into the new show is Western International Syndication, which will produce and distribute the show. TV vet Don Weiner is executive producer and director. "With AURN's 25 million radio audience and TV-35 million viewers, this is truly a historic, ground-breaking alliance," AURN president Jay Williams says. **GAIL MITCHELL**

EVENTS CALENDAR

AUGUST

Aug. 14, Video Industry AIDS Action Committee (VIACC)'s An Evening of Wine and Wisdom, benefiting the UCLA AIDS Institute, UCLA Hammer Museum, Los Angeles, 213-833-6694.

Aug. 14-16, Fourth Annual Latin Alternative Music Conference, Beverly Hilton Hotel, Los Angeles, 818-763-1397.

Aug. 14-16, PopFest 2003, Koellnmesse Complex, Cologne, Germany, 49-221-659-7620.

Aug. 14-16, Sixth Australasian Music Business Conference, Sydney Superdome Olympic Park, Homebush, Australia, immedia.com.au.

Aug. 16, 2003 Mancini Musicale Honoring Clint Eastwood, presented by the Yve Mancini Institute, Royce Hall, University of California, Los Angeles, 310-314-5407.

Aug. 20-21, Sixth Annual DVD Entertainment Conference & Showcase, Hilton Universal City & Towers, Los Angeles, 609-279-1700.

Aug. 22, Shero Hall of Fame Dinner, presented by the National A&P of Black Female Executives in Music & Entertainment, Leewards Hotel, Philadelphia, 877-622-3363.

Aug. 28, 2003 MTV Music Awards, Radio City Music Hall, New York, 212-258-8000.

SEPTEMBER

Sept. 3, Fourth Annual Latin Grammy Awards, presented by LARAS, American Airlines Arena, Miami, 305-672-4007.

Sept. 8, Man of the Year Award Dinner Honoring Bruce Lundvall, presented by the Nordoff-Robbins Music Therapy Foundation, Essex House, New York, 212-707-2818.

Sept. 11, Fifth Annual Grammy Golf Tournament, presented by the Chicago chapter of NARAS, HarborSide Golf Course, Chicago, 312-786-1121.

Sept. 13, DIT Conference: Do It Yourself Film, Music & Books, Belmont Theatre, Nashville, 615-463-0161.

Sept. 13, 25th Annual Georgia Music Hall of Fame Awards, Thomas B. Murphy Ballroom, Georgia World Congress Center, Atlanta, 770-934-0906.

Sept. 17-19, Second Annual Ear to Da Streets Music Producer Conference, Graduate Center, City University of New York, 212-368-1628.

Sept. 20-22, Fourth Annual Americana Music Assn. Conference, Renaissance Nashville Hotel, 615-438-7500.

Sept. 21, Healing the Divide Benefit Concert, Avery Fisher Hall, Lincoln Center, 212-692-5400.

Sept. 22-24, 2003 Billboard Dance Music Summit, Union Square Ballroom, Miami, 305-535-3700.

Oct. 27-28, 28th Texas Waltz Conference, presented by Adweek, Brandweek, Mediaweek, Billboard and The Hollywood Reporter, Fairmont Miramar Hotel, Santa Monica, Calif. 888-536-8536.

was a child; he and his siblings were part of the gospel quartet the Gaddy Family and worked alongside acts like the Oak Ridge Boys and the Goodman Family. He later worked as a background singer for the Allman Brothers before signing a solo pop recording contract with Badland/Columbia, releasing 1982's "Over the Line."

Gaidy survived by five siblings, two children and a grandson.

Henry Redd Stewart, 80, of natural causes, Aug. 3 in Louisville, Ky. The singer/songwriter co-wrote such country songs as "Tennessee Waltz," "Slow Poke," "Bonaparte's Retreat" and "You Belong to Me." His 1944 tune "Soldier's Last Letter," recorded by Ernest Tubbs, was No. 1 on the *Billboard* country chart for four weeks. As a musician, Stewart played at the Grand Ole Opry for many years as a member of Pee Wee King's band, the Golden West Cowboys. Stewart penned a lifetime exclusive songwriting contract with Acuff-Rose Music Publishing and was inducted into the Nashville Songwriters Hall of Fame.

New York, 646-654-4660.

Sept. 25, 2003 Chicago Heroes Awards, presented by the Chicago chapter of NARAS, venue to be determined, 312-786-1121.

Sept. 29-Oct. 5, Annual World of Blues Trade Show and Fan Fest, presented by the International Bluesgrass Music Assn., Galt House Hotel, Louisville, Ky. 615-256-3222.

OCTOBER

Oct. 3-5, Second Annual Mid-Atlantic Music Conference, Sheraton Four Points Hotel, Charlotte, N.C. 888-735-0036.

Oct. 5-8, 2003 International Entertainment Buyers Assn. Conference, Hilton Suites, Nashville, 615-463-0161.

Oct. 10-11, 115th Audio Engineering Society Convention, Jacob K. Javits Convention Center, New York, 212-661-8528.

Oct. 12, 2003 World Music Awards, Monte Carlo Sporting Club, Monte Carlo, Monaco, 377-83-25-43-49.

Oct. 21, Songs for the Cause, presented by the N.J. Songwriters in the Round, benefiting the Susan G. Komen Breast Cancer Foundation, the Stanhope House, Stanhope, N.J. 908-852-4749.

Oct. 21, U.K. Music Industry Trusts' Award, Grosvenor House Hotel, London, 44-207-802-1300.

Oct. 23, Bogart Tour for a Cure 2003 Children's Choice Awards, presented by the Bogart Pediatric Cancer Research Program, Kodak Theatre, Los Angeles, 310-358-4970.

Oct. 23-24, 2003 MTV Video Music Awards, Miami, 305-535-3700.

Oct. 27-28, 28th Texas Waltz Conference, presented by Adweek, Brandweek, Mediaweek, Billboard and The Hollywood Reporter, Fairmont Miramar Hotel, Santa Monica, Calif. 888-536-8536.

NOVEMBER

Nov. 6, SESAC Country Music Awards, SESAC Headquarters, Nashville (by invitation only).

Nov. 19-20, Second Annual Hollywood Reporter/Billboard Film & TV Music Conference, Renaissance Hollywood Hotel, Los Angeles, 646-654-4660.

DECEMBER

Dec. 10, Billboard Music Awards, MGM Grand Hotel, Las Vegas, 646-654-4660.

Dec. 11, 2003 World Heroes Awards, presented by the New York chapter of NARAS, Roosevelt Hotel, New York, 212-245-5440.

Submit items for Lifelines and Events Calendar to Margo Whitmore at Lifelines, 5055 Wilshire Blvd., Los Angeles, Calif. 90036 or at mwhitmir@billboard.com.

homefront

Billboard Information Group events & happenings

Gamble Brothers Band A Sure Bet At IMWS Competition



The Gamble Brothers Band emerged victorious during the Southeast regional finals of the Independent Music World Series (IMWS) recently at a third and Lindsey club in Nashville. A national unsigned artist competition, the IMWS is presented by CD manufacturer Disc Makers in association with Billboard's Musician's Guide to Touring & Promotion and other sponsors.

The Gamble Brothers Band, a Memphis-based act mixing modern southern soul and funk, was among six finalists chosen by a *Billboard* judging panel to take part in the Southeast showcase and competition. More than 1,200 unsigned bands and individual artists submitted entries for the Southeast competition. The other finalists were Chef Chris & His Nairobi Trio (based in Sacramento, Fla.), Dean Fields (Nashville), Jay Star (Knoxville, Tenn.), the Smartest Monkeys (Nashville) and Wiscumdo (Atlanta).

The grand prize winner was selected best out of the six at the competition by a second panel of judges comprising music business and media professionals from the Southeast area. As the grand-prize winner, the Gamble Brothers Band took home over \$35,000 in prizes, including a complete Disc Makers CD manufacturing package, tons of music gear, memberships and more.

The July 31 showcase was the final installment of the 2002-2003 showcase series of the IMWS competition. The first installment of a new IMWS showcase series will take place Oct. 30 at the Lion's Den in New York City for the Northeast region. Submission deadline is Aug. 28. For more information, call 888-600-5796 or visit discmakers.com/music/imws.

BOOK OF THE WEEK THIS BUSINESS OF MUSIC

"This Business of Music: The Definitive Guide to the Music Industry," which has always been essential reading for music business professionals, has been updated with a wealth of information relating to digital music and changes in copyright law.

Written by legal experts M. William Krasilovsky and Sidney Shemel and with contributions by John M. Gross, "This Business of Music" is the complete reference to the legal, economic and financial aspects of the music industry. The new 9th edition features timely coverage of the legal implications of MP3, international cooperation in antipiracy initiatives, the death and imminent rebirth of Napster, the Supreme Court's review of the Copyright Term Extension Act, union treatment of digital music and much more. Also included is an updated directory of Web sites for music business information and research.

"This Business of Music: The Definitive Guide to the Music Industry" (ISBN: 0-8230-7728-4, \$29.95) is available wherever books are sold. For more information, visit www.watsonsong.com.



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UPCOMING EVENTS

BILLBOARD DANCE MUSIC SUMMIT
September 22-24 • Union Square Ballroom • New York City

BILLBOARD/HOLLYWOOD REPORTER FILM & TV MUSIC CONFERENCE
November 19-20 • Renaissance Hollywood Hotel • Los Angeles

BILLBOARD MUSIC AWARDS
December 10 • MGM Grand Hotel • Las Vegas
Inquiries: 646-654-4600 • billboardawards@billboard.com
For more information: Michele Jacagone 646-654-4660 • mj@billboard.com

'I Was So Excited That I Would Just Be At Home Listening To My Record'

BY BRIAN CARROLL

Cumpray and drug dealing are common topics in rap songs, but not every rapper has personal experience living the drug life. 50 Cent, born Curtis Jackson July 6, 1976, in South Jamaica, Queens, N.Y., was raised by his grandparents after his mother was murdered at age 23. As is well-known by his fans, he was dealing drugs by the time he was 12, and seven years later he was running a local drug cartel.

Signed to Columbia Records, 50 Cent was about to make a video for his first single when he was shot nine times May 24, 2000. To this day, the rapper—whose name comes from an infamous Brooklyn, N.Y., gangster—carries a bullet fragment in his tongue and a hole in his jaw that gives him a distinctive slur.

After the shooting, he was dropped by Columbia and continued recording on his own, releasing mix-tape albums through the independent G-Unit label. "Guess Who's Back? (Full Clip)" collected his biggest mix-tape hits, including the controversial "How to Rob." Released in May 2002, that indie release has sold 316,000 units, according to Nielsen SoundScan.

The underground success of these mix-tape albums led to Eminem and Dr. Dre signing 50 Cent to Interscope-distributed Shady/Aftermath.

"Get Rich or Die Tryin'," 50 Cent's major-label debut, sold 872,000 copies in its first week, the best opening for any album this year. Sales have now reached 5.6 million, making it the top seller of 2003, according to Nielsen SoundScan. Two songs from "Get Rich" have topped The Billboard Hot 100: "In Da Club," which spent nine weeks at No. 1, and "21 Questions," which led the list for four weeks.

50 Cent's latest Billboard Hot 100 entry, "P.I.M.P.," stands at No. 4 this issue.

Q: How did you become a rapper?

A: A friend of mine was having a conversation with Jam Master Jay, and I was able to kind of work my way into that conversation. He said he wanted to develop a new artist and I told him, "I rap, you know." And from there, he gave me a shot to buy, Jay, he helped me develop my whole song structure, because I didn't know how to count bars or anything.

I had recorded over an album's worth of material while I was under Jam Master Jay. His touring schedule with Run-D.M.C. had become so hectic that he wasn't able to focus on me at the time, so I moved on. I was blessed with the opportunity to work with the Trackmasters and Cory Rooney at Columbia, and then three days before I was supposed to shoot a video for "Thug Love" with Destiny's Child, I got shot. Columbia Records [was] afraid to work with me after I got shot.

Q: You then signed to Shady/Aftermath. What's it like working with Dr. Dre?

A: He's great. Dre's a perfectionist. He'll make you do something over and over and over and over, and he's right, I had trust issues at first. If I fail, it was because I made a mistake. It's not until you get in a crew like when I joined Eminem and Dr. Dre that I could become comfortable enough with people to take their advice.

Q: How did you choose "In Da Club" as the first single?

A: We had so many good records at the time that it was kind of hard to pick. At a good time, they were selling "I Can't Do It. It Can't Be Done." But then I said, "Dre, which one do you like, man?" He said, "I like 'In Da Club.'" And Eminem was saying, "Well, we like it and Part Two on that one," and I said, "Well, Dre said 'In Da Club.'" I know how to generate the interest of the hood. I know how to get the streets going. I get on the mix tape and I generate interest through giving up a quality perform-



The Last Word

A Q&A With 50 Cent

50 Cent Album Releases

Title	Release date	Sales
"Guess Who's Back?" (Full Clip)	May 7, 2002	316,000
"Get Rich or Die Tryin'" (Shady/Aftermath/Interscope)	Feb. 4, 2003	5.6 million
"The New Breed" (Shady/Aftermath/Interscope)	April 13, 2003	564,000

ance over and over in the street. Dre and Em both have been able to sell records worldwide, so that humbles me and allows me to take consideration of what they're saying.

Q: When did you realize that "In Da Club" would be so huge?

A: At that time, [the clubs] had so many street records on me that they would have a 50 Cent segment. For maybe 40 minutes in the club, it would just be me, but before they got into that, they would play "In Da Club" about five or six times in a row and it would keep the club going. When they were playing it that much, I was so excited about the record that I would just be at home listening to my record by myself.

Q: Do you follow the charts?

A: Oh man. I follow them all the time, that and SoundScan.

Q: How did you feel when you found out your album was No. 1?

A: Actually, when the album came out, the first week was the most incredible feeling I have ever felt in my life. The first two days, it sold out. There were no more records. We couldn't even get the record in the store. The first week it sold 827,000 and then the second week, it did 823,000. It was more than I could imagine.

Q: Your next hit was "21 Questions." Some people might be surprised at the presence of a slow song on the album.

A: They're probably more surprised that I like women. For some strange reason, they feel like... well, I know why. Because the guys who do lyrics in the past, who have similar lyrical content to 50 Cent, were so hard that they weren't able to say things that would make people feel like they were actually interested in women. They would make records that say, "My ho's a trick," like Snoop Dogg. I love Snoop's music, but that's the kind of material that if you've got the kind of lyrical content I have, they expect from 50 Cent. I'm not currently in a relationship, so those are the 21 questions I would be interested in asking.

Q: You also have a big hit with your duet with Lil' Kim, "Magic Stick," which is on her album.

A: I recorded "Magic Stick" for my album. I sent it to Trina, and they kept it for so long that when they sent it back, when it wasn't done exactly the way I felt like the record should be put together, I wasn't interested in having Trina on the record anymore. So I sent it to see if Lil' Kim could pull it off. Kim got the record. She held on to it for so long that it missed the deadline for my album... I heard Lil' Kim's version finally. I was excited. It came out great, so I let them use it.

Q: How did your current hit, "P.I.M.P.," come about?

A: That came about as a mix-tape record. Me and Snoop did a mix tape in the street, because I felt like what the company has developed for marketing, the system that they've developed, it's effective but the presence of the artist should be a little more in the street. The reason that [people are] downloading music is because they're so afraid of purchasing CDs that only have one or two good songs on them... My album was downloaded 300,000 times before it went on sale, and it still sold 872,000 the first week, so I believe those people who downloaded my album went to buy it after they realized it was worth buying. Word-of-mouth promotion is the best... Like I put out six albums' worth of material waiting to put out this album. And while I was doing that, it kind of made the consumers feel comfortable with purchasing my album.

Q: How are you enjoying touring?

A: At first, my love was just to be in the studio and make the music and enjoy it when I hear it played back, but now the biggest thing for me is to see the response of the people. When you go out and see the energy in the crowd—man, like when I'm with Em, we live like, 70,000 people at a time, so incredible. The people in the back just look like deez. I've been in situations like in Tokyo where people sang my song word for word and then when the music stopped, they couldn't speak to me. I've seen the music break the language barrier.

Q: Do you ever get bored of hearing your songs on the radio?

A: No, man. You know what my favorite song is right now? "P.I.M.P.?"



The John Lennon

SONGWRITING CONTEST

Black eyed Peas Celebrate the \$20,000 maxell Song of the Year

Amy Fairchild sings "Falling Down" after receiving her \$20,000 check for the Maxell Song of the Year.



Imagine Paul McCartney and the Black Eyed Peas presented the Maxell Song of the Year to songwriter Amy Fairchild. The Peas made some time to perform their current hit "Falling Down" at the NAMM Summer Session in Anaheim, California. To be: Keith Harris, George Pajon, Jr., Tobin, and Lani and the Peas. Black Eyed Peas, Brian Rothchild, Executive Director of the John Lennon Songwriting Contest, Amy Fairchild, Peter Brimbleton, Vice President of the Maxell Corporation, and the Peas' Printz Beard and Vergie.



Children's Grand Prize winner
Dorian Winslow



R&B Grand Prize winner
Melissa Barbery



Jazz Grand Prize winner
Jesse Ciscarato



Grand Prize winner
John Elkins

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ENTER the 2003 contest fill out this application and...just imagine

NAME _____
ADDRESS _____
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PHONE () _____
EMAIL _____
SONG TITLE _____
CHECK ONE: LYRICS INCLUDED INSTRUMENTAL COMPOSITION
CIRCLE ONE IF PAYING BY CREDIT CARD: VISA MASTERCARD
GABRIEL
EXP. DATE _____
SIGNATURE _____

Make your check or money order for \$30.00 per song payable to: John Lennon Songwriting Contest

Check one category only

rock world gospel/inspirational children's
electronic pop folk r&b
jazz country latin hip-hop

www.jlsc.com

Mail your entry to: John Lennon Songwriting Contest
620 Freelinghousen Avenue Suite #103
Newark, NJ 07114

Each entry must consist of:
• Completed and signed entry form (or photocopy). All signatures must be original.
• CD(s) or audio cassette(s) containing one song only, five (5) minutes or less in length.
• Lyric sheet typed or printed legibly please include English translation if applicable. Sheets not required for instrumental compositions.
• Check or money order for \$30.00 per song (U.S. currency only payable to John Lennon Songwriting Contest). If paying by credit card, \$30.00 per song will be charged to your account.

Entries must be postmarked no later than September 28, 2003.

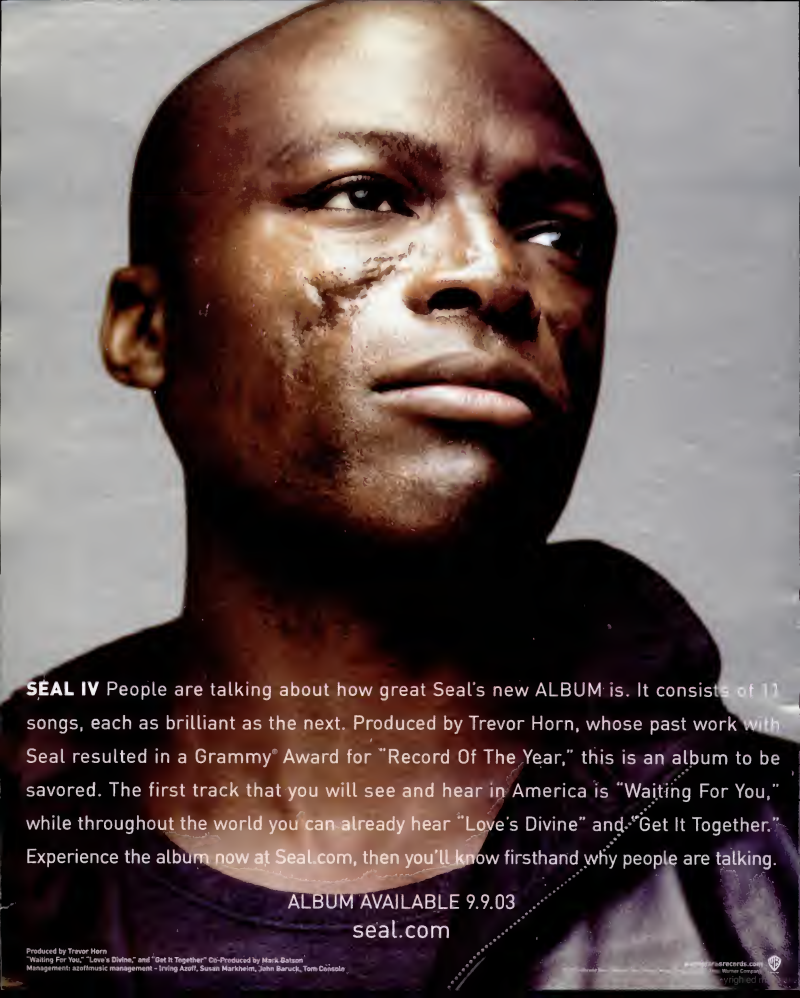
Every song must be carefully, and then sign your name in the space provided. If entrant is under 18 years old, the signature of a parent or guardian is required.

1 Each song submitted must be contestant's original work. Songs may not exceed five (5) minutes in length. No song previously recorded and released through major national distribution in any form will be eligible. Entrants may have multiple compositions, but please designate one name only on the application. Contestants may submit as many songs in as many categories as he/she wishes, but each entry requires a separate CD/cassette, entry form, lyric sheet, and entrance fee. One check or money order for multiple entries is required. (Entrance fee is non-refundable. J.S.C. is not responsible for late, lost, damaged, misdirected, postage due, stolen, or misappropriated entries.)

2 Twelve (12) Grand Prize Winners will receive \$2,000 in cash, \$5,000 in Yamaha product studio equipment, a \$5,000 advance from EMI Music Publishing, and 1,000 CDs worth \$1,995 from DiscMakers. One (1) Grand Prize Winner will receive \$20,000 for the "Song of the Year" courtesy of Maxell. Thirty-six (36) Finalists will receive \$1,000. Seventy-two (72) Runners-up will receive \$100 from Musician's Friend.com.
3 Contest is open to amateur and professional songwriters. Employees of J.S.C., their families, subsidiaries, and affiliates are not eligible.
4 Winners will be chosen by a select panel of judges comprised of noted songwriters, producers and music industry professionals. Songs will be judged based upon melody, composition and lyrics taken together. **Quality of performance and production will not be considered.** Prizes will be awarded only to the authors of any song. Division of prizes is not permitted. Prizes will be awarded only to the authors of any song. Division of prizes is not permitted. Prizes will be awarded only to the authors of any song. Division of prizes is not permitted.
5 One (1) winner's band will be selected by WAMPED TOUR. 64 organizers to tour and perform for one week on WAMPED TOUR. 64. Performance will be considered for WAMPED TOUR. 64.
6 Winners will be notified by mail and must sign and return an affidavit of eligibility/accepting rights/publicity within 14 days of notification date. The affidavit will state that winner's song is original work and the rights to the song. Failure to sign and return such affidavit within 14 days or provision of false/inaccurate information therein will result in immediate disqualification and an alternate winner will be selected. Affidavits of winners under 18 years of age or in care of adult must be countersigned by parent or legal guardian. Affidavits subject to verification by J.S.C. and its agents. Entry constitutes permission to use winner's name, likeness, and photos for future advertising and publicity purposes without additional compensation.
7 CD's, cassettes and lyrics will not be returned. Winners will be announced on January 15, 2004 on the contest's website www.jlsc.com.
8 I have read and understand the rules of the John Lennon Songwriting Contest and I accept the terms and conditions of participation. (If entrant is under 18 years old, the signature of a parent or guardian is required.)

SIGNATURE _____

DATE _____



SEAL IV People are talking about how great Seal's new ALBUM is. It consists of 11 songs, each as brilliant as the next. Produced by Trevor Horn, whose past work with Seal resulted in a Grammy® Award for "Record Of The Year," this is an album to be savored. The first track that you will see and hear in America is "Waiting For You," while throughout the world you can already hear "Love's Divine" and "Get It Together." Experience the album now at Seal.com, then you'll know firsthand why people are talking.

ALBUM AVAILABLE 9.9.03

seal.com

Produced by Trevor Horn
"Waiting For You," "Love's Divine," and "Get It Together" Co-Produced by Mark Batson
Management: azoffmusic management - Irving Azoff, Susan Markheim, John Baruck, Tom Coisale

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